

THE INTERNATIONAL SHOE AND LEATHER WEEKLY

VOLUME 118
NO. 11

LEATHER *and* SHOES

SEPTEMBER 3,
1949

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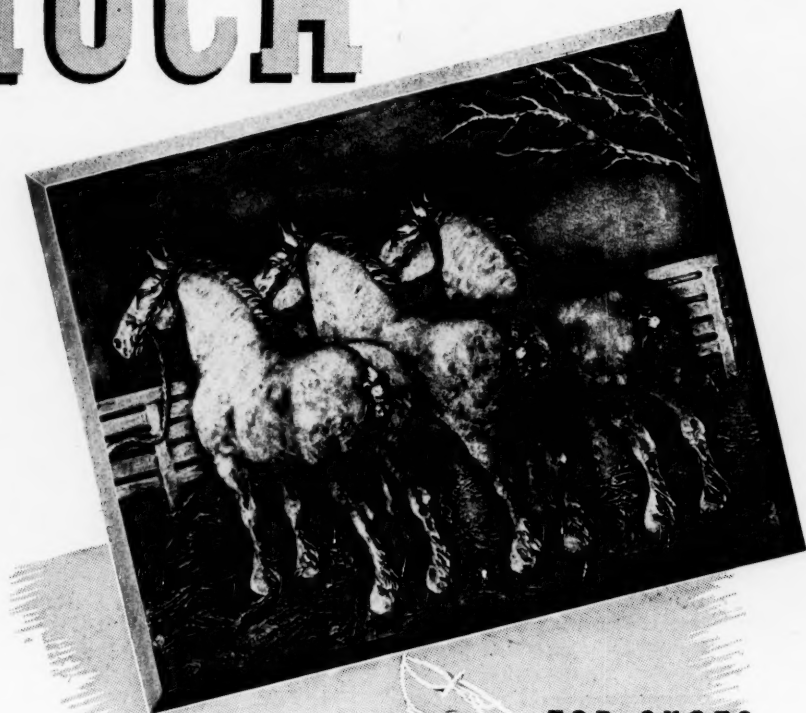
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LEATHER and SHOES

ESTABLISHED 1890

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CONTENTS

FEATURES

STREAMLINED SHOE PRODUCTION 17

WHAT REALLY MAKES LEATHER? By Dr. Fred O'Flaherty 20

In every 60 pounds of hide, 40 pounds is "waste" and only 20 pounds is actual leather-making material. On this basis a complete revaluation of hide and leather costs should stir thinking and comment from tanners and shoe manufacturers alike.

AUXILIARY TANNING CHEMICALS By Paul I. Smith 21

Special effects being achieved through use of new chemicals in the tanning process. An authority outlines results of new additives in this interesting and factual exposition.

SHORT-RANGE SHOE BUYING—HERE TO STAY 23

Shorter range, smaller purchase buying is developing permanent stature. How is it affecting the industry?

NEW DEVELOPMENTS 28

Latest developments in the industry—Sole-Attaching Machine . . . Laminated Material as Leather Substitute . . . Steel Box Toes for Dress Shoes.

NEWS HEADLINES

SAY SHOE INDUSTRY'S WEALTH 'MODERATELY CONCENTRATED'
FTC finds 15 firms dominate industryTC ESTIMATES JULY OUTPUT AT 33 MILLION PAIRS
Up 4.2% over last yearSELBY TO BUILD NEW PLANT
Choose site in Ripley, Miss.SAWYER REPORTS ON N. E.
Commerce Secretary finds situation seriousSHOE CHAIN PROFITS OFF 9%
Volume up, profits down in six months

WEEKLY DEPARTMENTS

EDITORIAL	6	PERSONNEL	40
NEWS	8	FINANCE	41
SPOT NEWS	15, 41 and 44	HIDES AND SKINS	42
DEATHS	35	LABOR NEWS	44
COMING EVENTS	36	WANT ADS	45 and 46
LEATHER MARKETS	37	INDEX TO ADVERTISERS	46



This
**Weatherproof welting
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"Dryseal" is a Trade Mark Registered by Wright-Batchelder Corp., Boston, Mass.
 "Dryseal" Welting is manufactured by The Okonite Company, Passaic, N. J., and distributed by Compo Shoe Machinery Corp., Boston, Mass.

HERE are real "he-man" work shoes that can stand the gaff. That's why they're favorites with men who need shoes that can take plenty of hard wear and knocking around.

One of the outstanding features of these husky shoes is the weatherproof welting. It's "Dryseal", made from Geon polyvinyl materials. Because it's made from Geon, it's stronger than leather, waterproof, and resists oils, acids and alkalis. Sun, air, mildew and other normally destructive factors do not affect it. All standard colors are available in

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What's more, this welting simplifies and cuts costs of the shoe manufacturer's operations. It can be used for stitched and cemented welt shoes, gives tighter seams and easier inseaming. There are no "grinning" stitches, no cut seams, no more wetting or "beating out." It trims smoothly.

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EDITORIAL

Trend In The Making?

RECENT and increasing shifts in the American economy—particularly shifts in distribution of income—may have significant bearing upon the shoe and leather industry from now on. As to shoes, it is possible that we may begin to see a gradual breaking of the 50-year-old traditional per capita consumption pattern of three pairs; also, a change in regional shoe consumption; and lastly, a change in shoe price patterns. As to leather, what affects shoes affects leather in terms of production, sales and prices.

In 1942 individual income hit a national record with a total of \$206,000,000,000, an increase of nine percent over 1947, the previous peak year. Average individual income per capita was \$1,410 as against \$1,319 for the previous year, an increase of seven percent. This per capita income includes those non-earning persons 18 years of age and under. And there are approximately 35,000,000 such persons.

Well, what has this trend of substantially increasing personal incomes got to do with the possibility of per capita shoe consumption? Changes in gross national income have not resulted in the shoe industry gaining a larger share of the spending dollar by virtue of consumers purchasing extra pairs. For example, in 1936 the national income was \$67,000,000,000 but only 1.71 percent was spent on footwear; in 1940 national income had risen to \$81,000,000,000, but the shoe industry's share was only 1.56 percent; and in 1943, with a national income of \$224,000,000,000 the shoe industry's take was only 1.35 percent.

It seems obvious, therefore, that increased national income does not appreciably affect per capita shoe consumption. However, something of enormous significance, now in the making, may promise to alter the obvious, actually bring an increase in per capita consumption in a slow but steady climb.

Up to recent years, increases in national income showed proportionately greater increases for high-income

groups than low-income groups. Money tended to go to money. Within the past 10 years, however, a drastic change has been coming about: low-income and middle-income groups have been showing a proportionately greater percentage of national income increases than have high-income groups.

Translated into shoes, what does it mean? High-income or upper-middle income groups usually purchase more than the national average of three pairs per capita, thus compensating, in terms of unit shoe output or sales, for the lower-income groups who tended to purchase below the per capita average. Now, however, with the steady shift in distribution of income we may see the following: that while the higher-income groups continue to purchase four or more pairs of shoes annually, the lower-income groups which purchased, say, two pairs annually (the two groups giving the national average of three pairs), will now be able to increase their individual shoe purchases annually by virtue of increased earnings and thus tend to raise the total of overall national per capita shoe consumption level.

Regionally, the U. S. has been divided into low, medium and high average income sections. Shifts are occurring here. The Central States in 1942 showed a 12 percent increase in individual income over 1947, while

New England showed only a six percent increase, along with West Coast States. However, in 1929 New England exceeded the national average by 23 percent; today it's only six percent; in 1929 the Southwest was 49 percent below national average, but today is only 32 percent lower; the Northwest States in 1929 were 21 percent below national average, but now are equal to national average.

Thus we see the once-poor regions tending to become more prosperous in terms of individual incomes, while the once-prosperous regions are either holding their own or are increasing incomes in a less spectacular way.

A breakdown of annual shoe sales by regions shows a pattern that conforms pretty closely to the level of individual incomes. That is, shoe sales tend to be greater (in units) in more prosperous areas than in lower-income sectors. Hence, if lower-income sectors are gradually coming closer into line with average national income, then these sectors may tend to become more frequent customers for shoes. Moreover, the ability to buy more may be followed by the ability and willingness to pay more. In the long-range pattern we may see a movement toward better quality footwear, a tendency away from "cheap" footwear.

It is true that while spectacular personal income gains have been made by farm groups, thus lifting up national average, non-farm income has shown a substantial increase, averaging eight percent for the country as a whole.

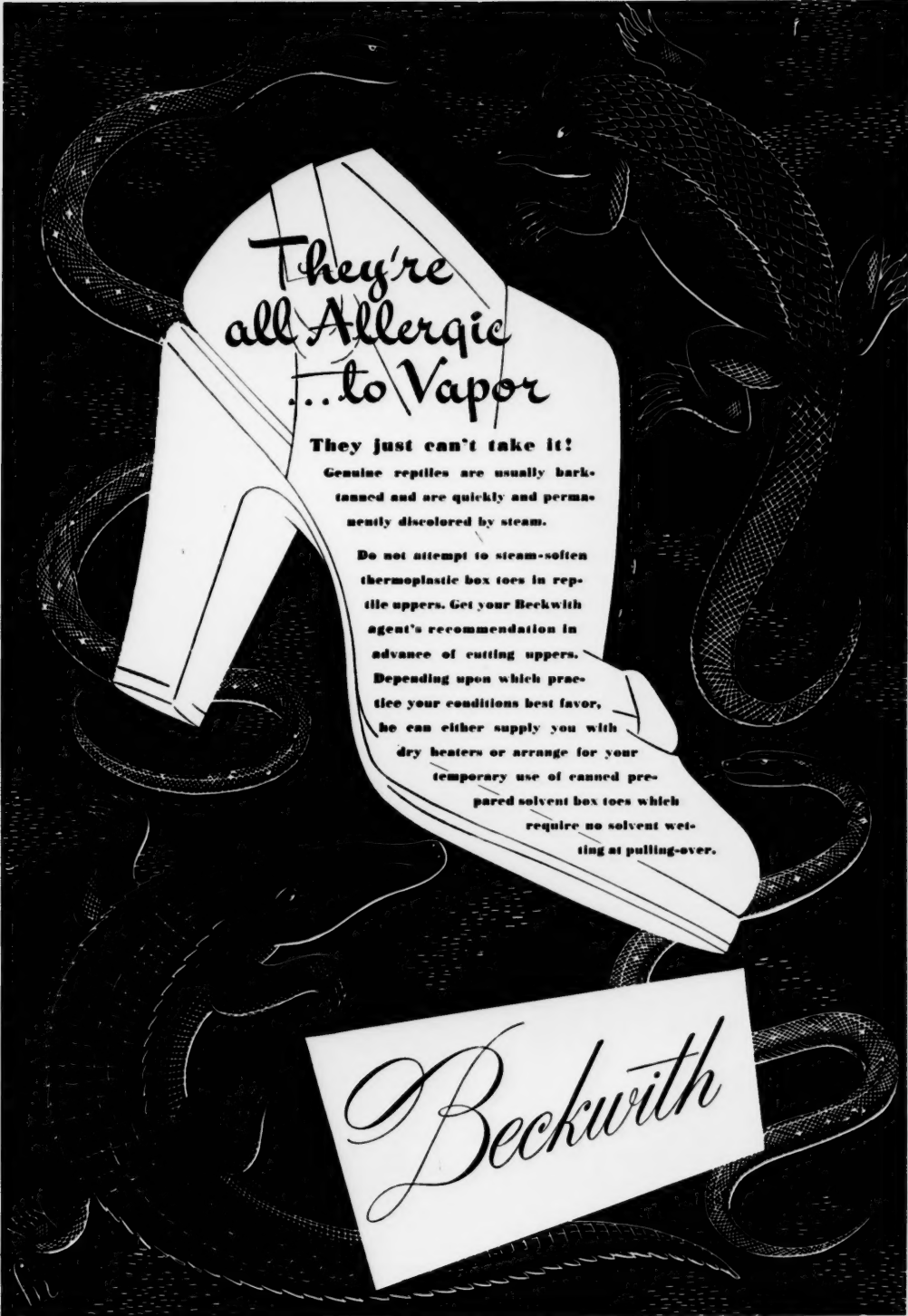
It is also true that we have not seen the face of our shoe production and retail sales change appreciably yet because of these shifts in income distribution. Increases in output and sales have been by virtue of our 15,000,000 increase in populations since 1940. However, it is possible that the gains made in recent years by lower-income groups have been spent first on other essentials—on more and better food, on other types of clothing, on yearned-for gadgets, on housing facilities, etc. And while spending for these factors will tend to continue increasing, it is possible that more spending will tend to go to footwear. It is also possible that a proportion of the 50,000,000 increased pairs consumed (over prewar annual averages) may be due to increased personal incomes as well as population.

All this will bear watching, for we may be seeing the making of new influences that will favorably affect the shoe and leather industry by virtue of shifts in income distribution.

NOTICE

Anyone desiring reprints of **LEATHER and SHOES'** editorials may obtain them at the following nominal cost:

Up to 100.....	10c each
200-500	5c each
1,000-3,000	2½c each
5,000 or over	1½c each

A black and white illustration of a shoe, possibly a boot or a high-top, with a reptile (like a lizard or snake) coiled around it. The shoe is white with black outlines, and the reptile is dark with a textured, scaly pattern. The background is dark with some swirling lines.

They're all Allergic ...to Vapor

They just can't take it!

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers. Depending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

Beckwith

NEWS

Shoe Industry's Facilities Moderately Concentrated--FTC

Federal Trade Commission finds 57.5 percent net capital assets belong to 15 companies.

Although production of footwear is one of "moderate concentration", fully 57.5 percent of the shoe industry's total net capital assets is controlled by only 15 footwear (except rubber) manufacturers, according to a report by the Federal Trade Commission. The report entitled "The Concentration of Productive Facilities" was made to Congress and released last week.

Listing 26 major manufacturing groups in one of three economic power classifications—"extreme concentration" in which three companies dominate 60 percent of their field, "high concentration" with 60 percent controlled by five or six firms, and "moderate concentration" where 60 percent is held by 11-15 firms, the FTC placed the footwear manufacturing industry in the third group.

"The largest firm, International Shoe Co., owns almost 24 percent of the total net capital assets of corporations classified in the industry," the report stated. "In addition 16 percent of the industry's facilities is owned by Endicott-Johnson Corp., bringing the total for the two to some 40 percent."

In its study of the extent of concentration of economic power, the FTC defined "net capital assets" as land, building and equipment. International Shoe Co. ranked 13th of 26 large companies listed as controlling a high percentage of their industry's productive facilities.

Others Much Smaller

In contrast to the "high degree of control" by the two leaders, the report stated that remaining companies accounted for "relatively small" proportions.

Brown Shoe Co. has four percent while the next 13 corporations own only 13 percent. The remaining 42 percent is spread over a large number of firms.

Under "percent of net capital assets owned by each corporation," FTC listed shoe manufacturers in the following order, as of 1947.

1. International Shoe Co.	23.6%
2. Endicott-Johnson Corp.	16.0
3. Brown Shoe Co.	3.8
4. General Shoe Corp.	3.4
5. Florsheim Shoe Co.	1.8
6. Cradock-Terry Shoe Corp.	1.6
7. George E. Keith Co.	1.5
8. Selby Shoe Co.	1.4

When LEATHER AND SHOES' Washington correspondent asked FTC officials why J. F. McElwain Co. of Nashua, N. H. was not included on this list, he was told that all corporations were placed in their "main category." McElwain, they said, was purchased by Melville Shoe Corp in 1939 and therefore classified under retailing rather than manufacturing. The company was therefore omitted from this report.

The report added that the larger companies "are multiplant producers of a wide variety of different price-line shoes. All of them, however, tend to specialize in the more popular brands. Much of their equipment, which in general is leased from the International Shoe Machinery Co., is convertible from one type of shoe to another." When questioned about the listing of International Shoe Machinery, FTC officials said the report was in error and that United Shoe Machinery Corp., should have been named in its place.

As a whole, said FTC, the degree of concentration for the industry, based on net capital assets, "is in some cases above and in others below the concentration ratios for the industry's principal products."

1937 Comparison

A comparison was made of how four leading companies owned 46.3 percent of the industry's net capital assets in 1947, with a detailed similar study for 1937. In the earlier year, the four leading firms owned the following percentages of "value of product produced":

Boots and shoes, men's dress welted	38.0%
Boots and shoes, misses' and children's stitchdown	51.2
Boots and shoes, women's cemented	19.8
Boots and shoes, women's welted	22.0
Boots and shoes, women's McKay	34.0

"It should be noted," the report said, "that the combined dollar value of the two types of shoes—women's cemented and women's welted—whose concentration ratios differ most sharply from the ratio based on net capital assets is considerably less than the dollar value of the other types shown."

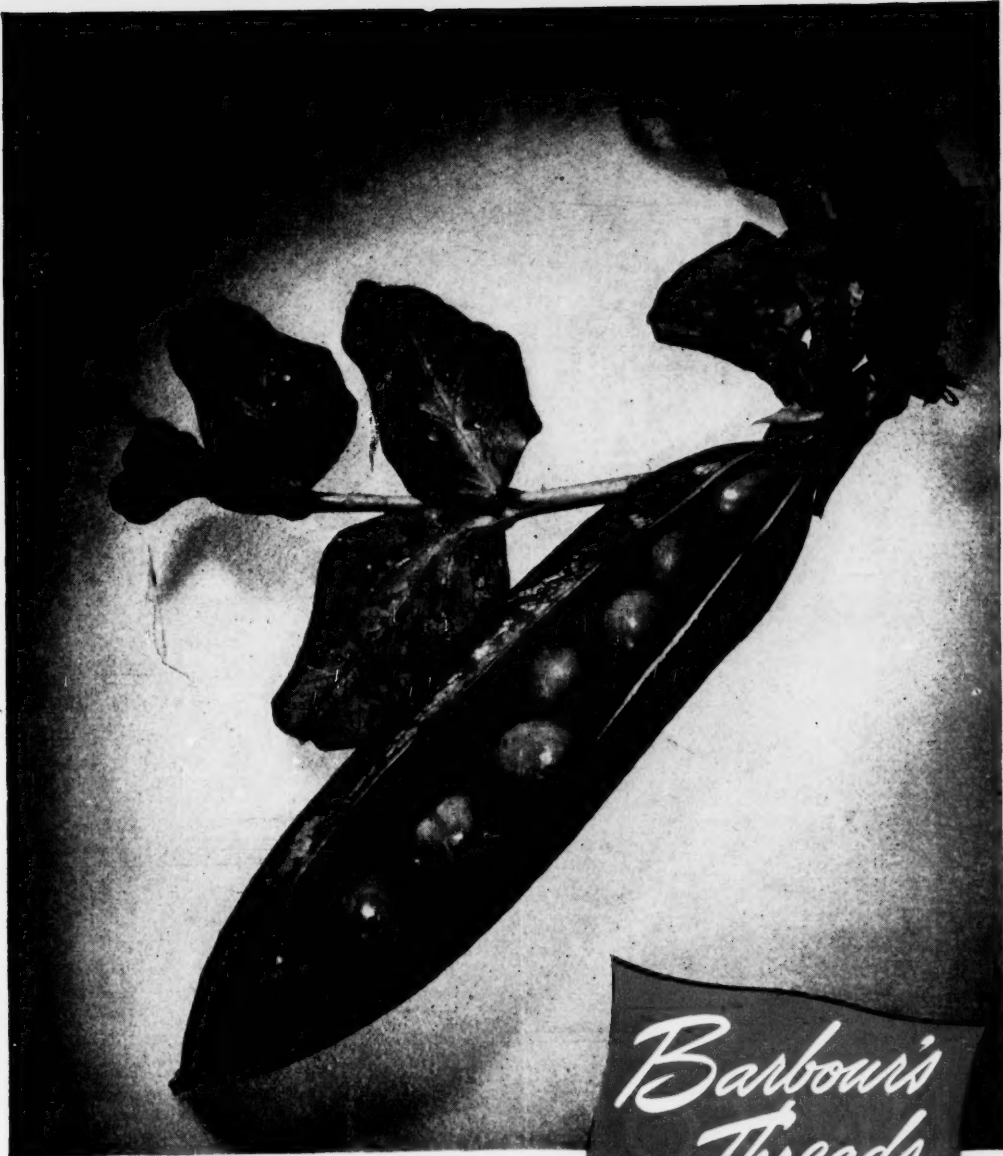
Of 51 other types of shoes which "do not come within the standard of 'a principal product', 50 showed higher concentration ratios than women's cemented and welted," the FTC added.

The Commission stated that 46 percent of the nation's total net capital assets were concentrated in 113 companies. These 113 manufacturers, each with assets of more than \$100 million, hold \$16,093,000,000 of net capital assets. One manufacturer of linoleum dominates its industry with 57.9 percent of its assets.

Commenting on the FTC report, the National Shoe Manufacturers Assn. charged that it "definitely overstates the degree of concentration in shoe manufacturing." Even if the Commission is correct in stating that 15 shoe corporations control 57.5 percent of the industry's net capital assets, "it does not follow that these or any other 15 firms produce anywhere near 57.5 percent of the total production of shoes. International makes approximately 11 percent, and Endicott-Johnson about eight percent. Aside from the five largest companies, it is difficult to name more than three or four others which make one percent. In our opinion, the percentage of shoe production represented by the 15 largest companies would not exceed 36 or 37 percent."

Ask Rubber Boot Bids

The New York Quartermaster Purchasing Office has issued QM-30-230-50-97 calling for bids on 430 pairs of rubber fireman's boots. Bids will be opened Sept. 21 at 11:00 A.M. (EDST) with delivery scheduled on or before March 14, 1950.



UNIFORM*



*UNIFORM...SMOOTH...STRONG...SUPPLE...TOUGH...BALANCED



Men and women who are on their feet most of their waking hours, are now offered Good-year "Airfoam" insoles, similar to those used for years by the St. Louis Cardinals. Designed by Dr. Harrison J. Weaver, osteopathic physician for the Cardinals, the "Wonder Walkers" are now produced in all sizes for both sexes, by the Remington Products Co., Akron, Ohio.

UNIFORM*

* see page 9

Nine Bids In On New York Last Order

Nine bids were submitted on QM Invitation No. 50-46, which were opened this week by the N. Y. Quartermaster Purchasing Office. The order calls for 9,996 pair of Munson 1949, Hinge lasts.

Bidders and their bids were as follows:

United Last Co., \$2.96; Arnold Bros. & Co., \$3.07; Vulcan Corp., \$3.63; Woodward & Wright Last Co., \$3.19; Jones & Vining, Inc., \$3.15; Leader Last Co., (6000 prs.) \$3.08; McNichol & Taylor, Inc., \$3.21; Western Last Co., \$3.22; Morton Last Co., Inc., \$3.16.

Estimate July Shoe Output at 33,290,000 Pairs

Shoe production during July totaled 33,290,000 pairs, a gain of 4.2 percent over the 31,957,000 pairs produced in July 1943, the Tanners' Council estimates. This was 5,243,000 pairs or 10.3 percent below June 1949 production.

Increases were reported in every category except men's and infants' and babies' shoes with the former dropping 6.2 percent and the latter 3.2 percent. Output of slippers and casuals rose 33.4 percent over July 1943 with youths' and boys' shoes rising 18.2 percent, women's shoes up 2.6 percent and misses' and children's up 6.4 percent.

Total output for the first seven months of the year was estimated at 2.4 percent below a year ago, with 263,235,000 pairs turned out this year against 269,633,000 in 1943.

Basing its estimate for Aug. on the fact that output during the month generally rises sharply, the Council placed Aug. figures at approximately 42 million pairs as against 41,357,000 pairs for Aug. 1943. This would bring total shoe output for the first eight months of 1949 to about 305,235,000 pairs or 1.9 percent below the 310,990,000 pairs turned out for the same period in 1943, but .9 percent greater than the 302,647,000 pairs turned out in this period of 1947.

Sawyer Reports on New England Shoe Industry

The "long term problem" of the shoe and cotton textile industries in the New England states has been cited by Secretary of Commerce Charles Sawyer in a report on his recent fact-finding tour to Dr. John R. Steelman, Assistant to the President.

Sawyer's report emphasized that five of the nine labor market areas

with more than 12 percent unemployment are located in New England, where the situation is serious due to "after-effects of wartime over-expansion." He added that "in the New England cities, the problem of the war's aftermath has been complicated by the long term problem of the cotton textile industry and the shoe industry."

Sawyer said that the shoe industry there "was hard hit by a slump in consumer buying last year." Although he did not make any personal recommendations to ease national industrial problems, he did call attention to "a very strong demand, almost vociferous, that wartime excise taxes should be repealed as soon as possible," including those on leather goods and luggage.

Five Bids In On Enlisted Men's Oxfords

Five firms submitted bids this week on QM Invitation No. 5377 which were opened by the N. Y. Quartermaster Purchasing Office. The order calls for 26,082 pairs of low, black, leather shoes for enlisted men. 14,517 pairs for Brooklyn Delivery, Item 1-A; 11,265 pairs for Oakland, Cal. delivery, Item 1-B.

Bidders and their bids were as follows:

E. J. Givren Shoe Co., Inc., 14,817 pairs at \$4.995; 11,265 pairs at \$5.175.

Hubbard Shoe Co., Inc., 14,817 pairs at \$5.12. Did not bid on Item 1-B.

John Foote Shoe Co., 14,817 pairs at \$4.92; 11,265 pairs at \$5.05.

Endicott-Johnson Corp., 14,817 pairs at \$4.995; 11,265 pairs at \$5.15.

Doyle Shoe Co., 6,000 pairs at \$4.747; 6,000 pairs at \$4.77.

Fabrics Firm Adopts X-Ray To Prevent Pirating

One of the more revolutionary methods employed to combat trademark violations has been announced by Behr-Manning Corp., Troy, N. Y., manufacturers of the suede fabric "NORZON". The company has adopted the use of X-Ray to detect commercial pirating and protect retailers and consumers from inferior materials reputed to be "NORZON".

The fabric, used largely in women's shoes as well as hats and handbags, is now marked with a pigmented ink sensitive to X-Ray. In this way, all genuine "NORZON" fabrics can be positively identified even after made up into shoes and other articles. The idea originated with W. C. Dearing,

director of the Behr-Manning Research and Development Dept. Phillips-Premier Corp. of Boston is exclusive national distributor.

Meirs, Snyder, Fish Head NESF&SA Drive

Henry E. Meirs, chairman of the N. E. Shoe Foremen and Superintendent's Assn. Year Book committee will open the 1950 Relief Fund Drive, Saturday, Sept. 10, when the entire committee will hold a luncheon meeting at the Copley-Plaza, Boston, Mass. Co-chairmen with Meirs are Hyman Snyder, Consolidated National Shoe Corp., and Benjamin Fish of Ware Shoe Co. A goal of \$20,000 has been established for the drive.

Selby to Build New Plant

Selby Shoe Co., Portsmouth, O., will build a new branch plant in Ripley, Miss., at a cost of \$350,000, it is reported in trade circles. Negotiations for the new plant have been concluded with town officials and plans are being readied by a Jackson, Miss., architect.

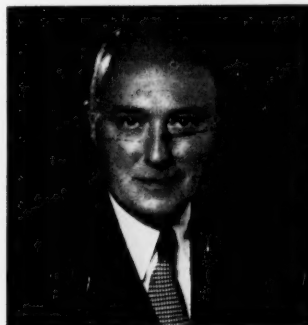
News of the new plant followed reports last week that the company was seeking a factory site in Mississippi, Indiana, Pennsylvania, Maine and Ohio. According to N. B. Griffin, president, the firm wanted a factory capable of employing 500 workers.

Erection of the new plant is considered the opening move in Selby's long-range plan to decentralize its shoe manufacturing operations. During a recent strike, officials of the

firm disclosed the company's aim to open a new plant.

Jack Moran Joins A.S.

J. J. Moran, formerly vice president of the *Shoe and Leather Reporter*, Boston, and actively identified with the organization for the past 30 years, has resigned as of Sept. 1 to become executive vice president of Shoe Trades Publishing Co., Boston. Moran has acquired a joint interest with Frank A. Rogers and Fred M. Moynihan as publishers of *American Shoemaking*, *The Leather Manufacturer*, and various shoe trade directories.



J. J. MORAN

In addition to actively participating in management and development policies, Moran will continue to service the leather and shoe trade in New York, New Jersey and Pennsylvania. His offices will be located in New York City.

Notice to Subscribers and Advertisers

Beginning with the Sept. 17 issue, **LEATHER and SHOES** will be printed in Boston, Mass.

The magazine has been printed in Pontiac, Ill., since March, 1948, following the typographical union's strike in Chicago.

Editorial offices have been in Boston since last August. However, headquarters will remain in Chicago, where the circulation, advertising, and administration departments are located.

All matters concerning subscriptions, advertising schedules and contracts, classified ads, and administrative affairs should con-

tinue to be addressed to **LEATHER and SHOES**, 300 W. Adams St., Chicago 6, Illinois.

All editorial matters, manuscripts, news, markets, etc., should be addressed to 10 High St., Boston 10, Mass.

All advertising copy, cuts and plates should also be addressed to 10 High St., Boston 10, Mass.

It is believed this move will speed up mail deliveries permit more time for late news and markets, etc., and generally improve the efficiency and service through closer coordination between the Editorial and Production Departments.

Deny Brockton Firms Lay-Off Douglas Workers

Charges that Brockton shoe manufacturers were laying off former W. L. Douglas Shoe Co. workers now employed in their factories were denied this week by Walter T. Spicer, executive secretary of the Associated Shoe Industries of Southeastern Massachusetts. Officials of the Lasters' Local, Brotherhood of Shoe and Allied Craftsmen, Douglas bargaining agent, had claimed that the layoffs were begun in order to help the Douglas Co. in its dispute with the union.

Various manufacturers had taken on Douglas employees when the factory closed down in April. Union officials declared that one Whitman plant had laid off six Douglas workers this week while others had followed suit.

Although Massachusetts Commissioner of Labor reported that no immediate meeting between Douglas and BSAC officials was planned, company spokesmen claim that more union workers have returned to work under company terms (L&S, Aug. 6, 13, 20). This is denied by union officials who say the cutters, stitchers, skivers, vampers, lasters and mixed locals have all voted not to return to work.

Discuss Hide and Skin Import Trade Usages

Disputes, arbitrations and other problems arising in the hide and skin import business have been emphasized in a report prepared by Marshall Helmuth, president of the National Association of Importers of Hides and Skins, New York City.

Stating that most such disputes arise between importers and converters buying skins to have them tanned on contract, Helmuth pointed out that trade usages can be divided into two categories:

1. Those which exclude the implication of certain warranties.

2. Those designed to free an importer from claims for which he would no longer have legal recourse against his foreign shipper.

"Converters are often held to the implied warranties imposed by the law on manufactured articles and may not see, in good faith, why they should be subject to such warranties when they are sellers of leather or gloves or garments and not when they are buyers of raw skins," the report states. "When skins arrive, often three to six months after the date of contract, after wide swings in prices and conditions of business, the temptation is strong to ignore the condi-

tions implied by trade usage; in many cases expressed in contracts; which preclude availing of what one is led to hope one may get away with.

"Because of the nature of the raw material and its wide price fluctuations, the trade custom has been to bar not only these warranties, but also one of the remedies of a buyer for breach of warranty, namely the right to rescind the contract and return the goods. The warranties particularly excluded by usage are those of fitness of purpose and against latent defects.

"Both of these warranties are to some extent predicated in the law on the superior knowledge of the seller. That superior knowledge does not exist in connection with hides and skins. That is why claims are not allowed after goods are put into process or based upon defects only ascertained after the goods have left the raw state or condition in which they arrived in this country. That is also why the remedy for a defect in quality or selection, which involves a breach of warranty, is dealt with by limiting the buyer's right to a claim for damages to the extent which it can be ascertained in the raw state."

2nd Category

The report adds that the second category of usages are those "which limit the tanner's or converter's rights and remedies to those which the importer has under trade usages against the foreign shipper who will not sell to this country unless the same usages apply here as those which apply in all other countries which import raw hides and skins."

"These bar the making of any claim unless made within a certain time after arrival and under conditions well defined in advance.

"In Europe, the usage is that the claim must be made within 10 days after arrival and *before* the goods are removed from the quay or pier. In this country, in some instances, foreign shippers have been induced to accept contracts providing for a claim when made after removal from the pier but then at least within 10-14 days after merchandise has reached the tanner's warehouse.

"The other usage is a requirement that the goods or a very substantial portion of them must be in original bales or bundles. This is not only for the purpose of identification, but because it is unfair to expect a shipper 5000 miles away to accept anyone's word for it that the skins which were found defective by some tanner he does not know were really his own, the same skins which he himself had

COMPARATIVE LEATHER PRODUCTION FIGURES

CATTLEHIDE LEATHERS

(In 1,000 hides)

	Total Cattle Hides	Sole	Upper	Belting, Mechanical	Harness Saddlery	Bag Case, Strap	Upholstery	All Others**
1939	22095	7833	12124	531	477	387	510	233
1940	21070	7032	11582	675	524	382	601	272
1941	22121	9080	15600	1064	650	581	699	448
1942	30828	10432	15598	1213	637	936	386	1628
1943	25565	8290	13073	1292	632	800	231	1338
1944	26152	8420	13002	1439	613	629	232	1818
1945	27566	8525	14567	1324	556	572	272	1750
1946	26905	8510	14057	1158	510	827	378	1465
1947	28824	8924	15529	1134	440	813	529	1455
1948	26070	8016	14213	1004	270	760	594	1213
1949								
Jan.	2073	539	1231	74	22	55	41	111
Feb.	2124	589	1234	74	20	56	35	112
Mar.	2163	616	1229	69	23	63	37	126
April	1891	568	1049	70	21	57	37	89
May	1942	573	1095	70	19	59	44	82
June	1976	565	1159	55	20	55	38	84

**Data from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS

(In 1,000 hides)

	Calf, Kip	Goat, Kid	Total Sheep, Lamb	Sheep Leathers			All Others
				Sheep, Glove, Garment	Shoe	Shear-lings	
1939	14027	40419	38914	18420	11604	2563	6327
1940	11387	37697	37920	17725	9966	3322	6907
1941	13098	45373	51915	22542	14166	5779	9428
1942	12264	41127	53629	19459	14983	9596	9591
1943	11112	37351	59315	20415	18474	11210	12216
1944	10930	34653	53976	20370	15040	6590	11876
1945	11636	24026	52450	17294	17153	6508	11495
1946	10836	24123	47999	15781	13349	9923	8918
1947	12471	37188	56535	11255	12498	5409	7363
1948	10480	37970	33492	10419	11392	4993	6688
1949							
Jan.	943	3013	2564	731	1029	288	516
Feb.	886	2982	2537	654	1092	312	479
Mar.	947	3457	2463	712	963	296	491
April	766	2859	2154	672	748	270	464
May	797	2764	2214	731	696	307	480
June	877	3018	2419	828	723	368	480



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shipped. It is also because there must be some limit to a shipper's or importer's responsibility in time and space. Were it not otherwise, were shipper and importer not protected by such usages, it would be impossible for them to take the unlimited risks that would be involved for the limited margin of profit or commission, in the basis of which the business of exporting and importing of raw skins has established itself over the years."

June Shoe Output Up 10%

Footwear production in June totaled 38.5 million pairs, a gain of 10 percent over May output of 35 million pairs and equal approximately to the June 1943 figures, the Bureau of the Census, Dept. of Commerce reports.

The rise in production applied to all types of footwear. Youths' and boys' shoes jumped from 1.2 million pairs in May to 1.6 million pairs in June or a gain of 35 percent. Women's shoes, sandals and playshoes rose four percent to 17 million pairs in June while men's shoes rose 15 percent to 8 million pairs. Slippers for housewear totaled 3.8 million pairs or 20 percent more than the 3.2 million pairs turned out in May.

Shipments in June totaled 36.5 million pairs, valued at \$122 million, an average value per pair shipped on \$3.35. Average value in May was \$3.38 while in June 1943 it was \$3.62.

Canada Opens Hide Exports

The Canadian Govt. has announced removal of export controls on various commodities, including hides and skins, apparel, furs, and most textile yard goods. Exporters will now be able to sell these materials without individual export permits. The move is part of the government's long-term plan to remove export controls on commodities restricted during World War II.

Shoe Chain Profits Off 9%

Total net profits of six leading shoe chains for the first half of 1949 declined nine percent from the corresponding period in 1948 despite combined sales 6 percent greater than a year ago, according to an analysis



The three Kaplan brothers of Boston—Joseph, Kivie and Archie left to right—now observing the 25th anniversary of the Colonial Tanning Co. Firm believers in what they term as "teamwork", the brothers attribute the company's growth from an original investment of \$12,000 in 1924 to a business that reached a sales volume of over \$20 million in 1948 to a combination of factors, including practical employer-worker relations. The latter which provides profit-sharing plans, insurance and pension plans, cost-of-living adjustments, paid holidays and vacations and other employee benefits has paid off in an amazingly low employee turnover.

Cut Tacks Standard Ready

Simplified Practice Recommendation R47-49 for cut tacks and small cut nails is now available in printed form, the National Bureau of Standards has announced. The new Recommendation is a revision of one originally announced many years ago and establishes an up-to-date standard of practice in types, sizes, finishes and package sizes under the general headings of Hardware List and Shoe Finders List.

The Shoe Finders List covers Cobblers, Extra Iron Clinching, Hungarian Nails, Channel Nails, Heel Nails, Hand Shoe Tacks and Hob Nails. Under the Hardware List are Bill Poster, Carpet, Upholsterers, Trim-

mers, Gimp, Basket Tacks, Basket Nails, Trunk Tacks, Trunk Nails, Copper Nails, Clout Nails, Hide and Double Pointed Tacks. Printed copies may be obtained from the Superintendent of Documents, Government Printing Office, Washington 25, D. C. at 10 cents per copy.

Shoe & Lea. Employment Shows 5% Rise for July

Employment in the leather and leather products manufacturing industries rose five percent during July, the Labor Dept. reports. During the month, a total of 402,000 "wage and salary workers" were employed as compared to 397,000 in June and 383,000 in May. A year ago, the July total was 421,000.

A breakdown of "production workers" in the industry showed 356,000 at work in July against 351,000 in June, 343,000 in May and 375,000 in July 1948. The Labor Dept. attributed the gain to new orders for fall resulting in the recall of many previously laid-off shoe workers.

Average weekly earnings of workers for July were \$42.07, a slight decline from the June average of \$42.21. Average weekly hours worked were 36.7 for June and 37.2 for July with average hourly pay at \$1.15 in June and \$1.131 in July.

by the New England Shoe and Leather Assn.

Financial statements by the chains for the period reported combined sales totaling \$118,570,942 with total net profits of \$5,155,149. Ratio of net income as percent of net sales this year equaled 4.3 percent.

For First 6 Months		No. of Stores		1949		Percent Changes		Net Income Percent of Net Sales	
Company	1949	1948	Net Sales	Net Income	Sales	Profits	1949	1948	
Melville Shoe Corp.	556	530	\$38,839,762	\$2,607,356	+ 0.3%	-10.6%	6.7%		
Edison Bros. Stores	208	191	37,989,749	1,152,334	+ 3.0	- 7.2	3.0		
Shoe Corp. of America 329		319	17,956,672	848,540	+ 8.1	- 3.5	4.7		
G. R. Kinney Co.	306	310	15,325,000	556,957	+ 4.5	- 4.1	3.6		
Rogal Shoe Co.	81	82	4,397,514	125,302	-13.2	-11.9	2.8		
Spencer Shoe Corp.	54	55	4,052,245	Loss 135,340	-28.1	.....	.....
Totals	1534	1487	\$118,570,942	\$5,155,149	+ 0.6%	- 9.2%	4.3%		

Edgar Bros. Employees Win Voting Control

Voting control of Edgar Brothers Co., Metuchen, N. J., manufacturer of colloidal clays for the leather and other industries, has passed to its employees under a recapitalization plan, according to James Deshler II, president. The plan called for all common stockholders to sell their stock to employees or exchange it for new preferred stock.

No change in current company policies or operations is anticipated as a result of the action. The company is presently observing its 50th anniversary and expanding its Georgia facilities to meet increased demand for water-washed, controlled particle-size clay.

PPSSA Display Space Blanks Out on 9th

Official application blanks for display space at the Popular Price Shoe Show of America, "the big buying show" will be mailed on Sept. 9 to all those who exhibited last May, according to Edward Atkins, manager of the intensive trade promotion.

Exhibitors will have until Sept. 24 to reserve the same rooms they held in May, after which applications will be sent to the industry at large.

"Korean" Booklet Available

Mutual Chemical Company of America, New York City, world's largest manufacturer of sodium bichromate and other chromium chemicals, has announced publication of "Korean—One-Bath Chrome Tan for Leather", a new 21-page booklet describing the properties and uses of Korean. The booklet tells in detail of the composition and preparation of Korean solution, the chemistry of basic chromium sulfate, tanning with Korean, examples of chrome tannage, and methods of analysis. Copies are available on request.

Brazilian Report

With all saladeiro hides sold to England, Germany and Poland (majority to England), the market in salted cattle hides in the state of Rio Grande Do Sul, Brazil, is extremely quiet. LEATHER AND SHOES' special correspondent reports. Total killings to date of saladeiro and the three frigorificos (Anglo, Armour and Swift) totaled only 216,103 heads to date, or 74,093 less than last year. New killings will not begin until 1950.

Shoe factories are reported working only three to five days per week.

The present winter season in Brazil has been mild and considerable quantities of winter shoes remain unsold. Most factories are now beginning production of spring and summer shoes with the business outlook continuing uncertain.

Pattern Association Completes Employee Survey

Completion of a survey of the shoe pattern industry aimed at establishing better methods of employee selection has been announced by George A. Schultz, associate director of the National Shoe Pattern Manufacturers' Assn., Boston. The survey, available to all employers in the industry, was made by four graduate students of Harvard University School of Business Administration.

Phases covered by the group include job descriptions, testing programs, professional guidance services, other industry procedures, state and federal requirements, and a survey of present employees and employers in the industry. In addition, it covers descriptions of the pattern making process, a tentative apprentice training program, job specifications, characteristics required in prospective employees and several suggested forms for application of the methods to be used in employee selection.

According to Schultz, the survey was made because of the industry's need for a competent employee hiring guide. To date, the industry has been plagued by a high employee turnover.



Massachusetts

● New England Shoe Mfg. Co., Boston, was recently made in-stock agent for Toby True Moccasin Co., Haverhill, and Royce Shoe Co., Newmarket and Claremont, N.H. The Boston firm has sent circulars to the volume trade illustrating six shoes made by the two factories.

● Richard Young Co., New York City, has made arrangements with Henry S. Anthony & Co., Lowell, to sell its Peabody tannery. Chas. M. Proctor of Holden, will be an associate in the deal.

● The 210 Associates, philanthropic organization of the shoe and leather industry, is spearheading a membership campaign by sending plastic dis-

play easels to three hundred advertisers. The easels contain membership cards and descriptive brochures and are to be displayed in shoe and leather business offices.

● Clickies Inc., was recently opened at 134 Lincoln St., Boston. The firm is owned by Harry Clickstein, owner of the former Clickstein Shoe Co., Boston. The new firm carries wholesale lots of shoes.

● Barclay Shoe Co. was recently opened at 134 Lincoln St., Boston, as the in-stock department of Orange Shoe Co., Orange. The department is operated by James Blum and Arnold Hiatt.

● Spencer Shoe Corp., New England shoe chain with headquarters in Boston, plans to open its first big city store devoted exclusively to women's footwear. The new unit will be located at 228 Westminster St., Providence, R.I. All women's dress shoes will retail at \$4-\$6 and casuals at \$2-\$4.

● Louis Shoe Co., Amesbury, has moved to a larger sales office at 210 Lincoln St., Boston. Edward Brenner will represent the firm at its new sales office.

● Morse Shoe Co., Boston shoe chain, will soon open a new retail store in Medford. Located in the center of the town's shopping district, the store will feature a play area for children, complete with dolls and toys.

● Hershberg Shoe Co., Boston, is moving from 179 Lincoln St. to larger quarters at 83 Lincoln St. The firm deals in job lots of shoes, specializing in work shoes. Plans are also underway to expand the line.

● Zembrow Shoe Co., Boston, recently added a display room to its offices at 179 Lincoln St. The firm now handles job lots and factory rejects.

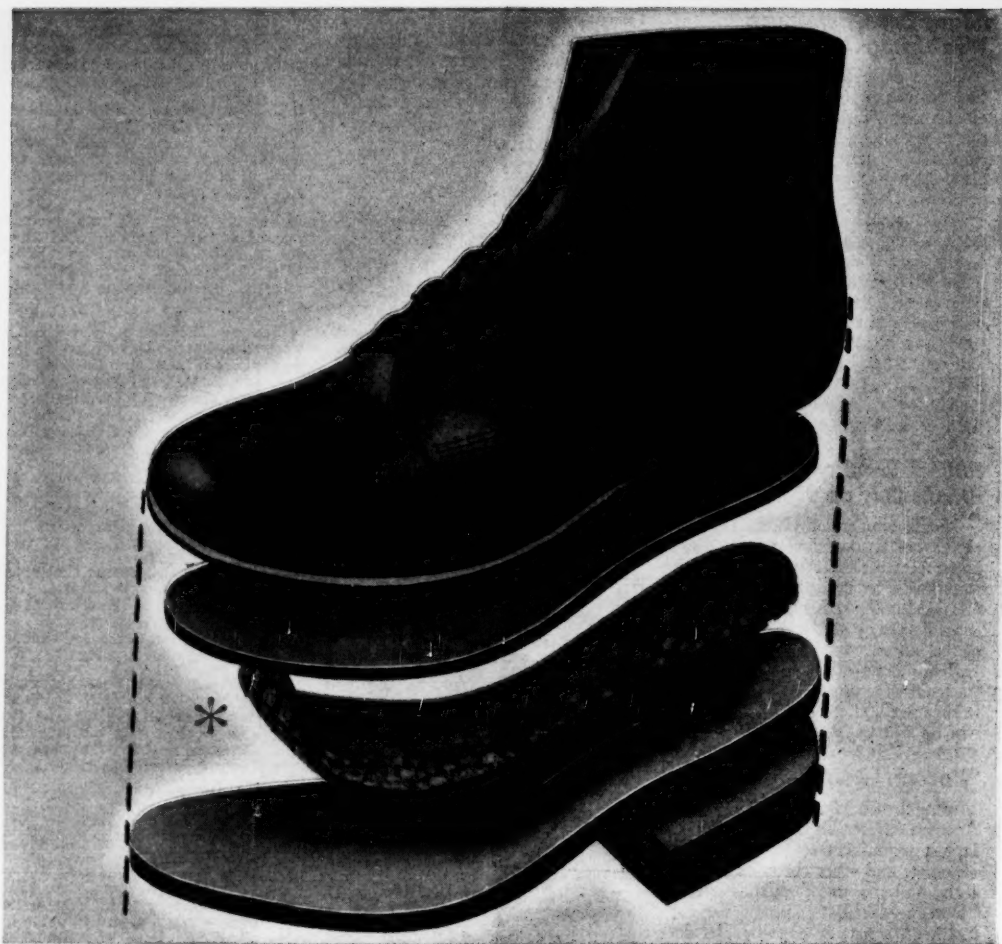
● Ross Shoes, Inc., Lynn, has added a new men's slipper to its regular line. The slipper has a moccasin vamp and is shearling lined, retailing for about \$5.

● Murray Shoe Co., Cambridge, is now manufacturing California process shoes to retail at about \$2. The firm, operated by Murray Rosenthal, formerly produced women's and children's Littleway and cemented slippers and playshoes.

● J & S Shoe Co., Boston shoe wholesaler, is now carrying a line of men's and boys' dress and work shoes. The company formerly handled only women's and misses' footwear. A line of men's jodphurs has also been added.

● H. C. Stillman Co., Lawrence, has added a line of evening shoes to its regular novelties line. The shoes are all platform sandals, many of them metallics, and retail for about \$5.

● Chicopee Casuals, Inc., is reported to have been granted a charter in Chicopee to manufacture casual shoes. Officers include Patricia G. Hackett, President; Robert Seminara, treasurer; and William G. Miller, clerk.



HOW WEINBRENNER USES CUSHION CORK to add extra comfort to the Thorogood work shoe

* The diagram above shows how The Albert H. Weinbrenner Shoe Co., of Milwaukee, puts a $\frac{1}{8}$ " filler piece of Armstrong's Cushion Cork in their Thorogood work shoe to give it added resilience.

In this sturdy Goodyear welt shoe, gridded Cushion Cork is used to relieve the stiffness of heavy, all-leather construction. Thus Thorogood work shoes lessen fatigue and provide much of the comfort and flexibility found in a dress shoe.

The Cushion Cork used in Thorogood shoes is

made of live cork particles and a sponged binder. Tiny cork cells contract and expand with every step to encourage circulation of air around the foot. Cushion Cork also insulates against heat and cold.

Cushion Cork is adaptable as a filler or insole to any style or type of shoe. Add its extra comfort and resilience to your line of shoes and get these extra sales features. Write to Armstrong Cork Company, Shoe Products Dept., 8809 Arch Street, Lancaster, Pa. Available for export.

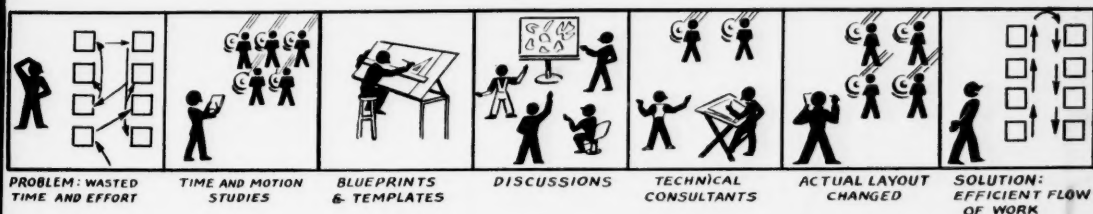


CUSHION CORK AND FLEXICORK ARE REGISTERED TRADE-MARKS.

ARMSTRONG'S SHOE PRODUCTS

BOX TOE MATERIALS • FLEXICORK • FILLERS • CUSHION CORK • CORK COMPOSITION

Features



Streamlined Shoe Production Through Engineering

By Glenna Apteker

Hired: an engineer. **Sired:** streamlined operations. How one average shoe plant, with small but studied investment, modernized its operations and reached a commonly desired goal: lower costs, increased efficiency, better quality, improved service, and satisfied workers.

IT IS difficult to parallel the average shoe manufacturer's initiative in many directions with his obsolete plant layout and production systems. Many shoe manufacturers devote too little time to efficient plant setup and worker effectiveness. Few shoe manufacturers would add an executive to the company payroll merely to watch for production errors.

The Fleisher Shoe Company, Manchester, N. H., owned by Kolman and Elliot Fleisher, closely resembles many other New England firms producing a popular price line of women's novelty shoes. But this is one plant that has initiated a long-range plan of continuous allover improvement. The owners realize the need for the greatest possible efficiency in order to face present and future competition.

The Fleishers first hired a superintendent who is well seasoned in the many phases of shoemaking. Charles R. Carr, an employee of the United Shoe Machinery Corporation for twelve years, left the firm when he was a quality man. The Fleishers also recognized the need

M. Barr, a graduate engineer. Barr of a staff engineer and hired George received his degree in mechanical engineering at Massachusetts Institute of Technology and he still continues his education in shoe manufacture through the many courses offered in New England.

Plans Laid

The company officials outlined their aims. They wanted first to install a new operator pricing and costing system through time and motion studies. They felt that such a system would enable them to more accurately predict labor costs, to predict production schedules and to maintain a balance between the factory departments.

The company also wanted to redesign the physical plant layout through the principles of engineering. They hoped that this medium would provide a smooth flow in production by eliminating wasted time and handling and by utilizing all available floor space.

Other desired improvements in-

cluded the handling of materials. The firm hoped to facilitate the flow of raw materials into the factory, the progress of materials in process within the factory and the proper spacing of material storage within the plant.

The firm hoped to effect greater worker efficiency by improving working conditions: to provide better light, heat and ventilation, better benches and fixtures, and the elimination of fatiguing vibration and noise.

Scientific Pricing System

The first step in this long-range program was the installation of a scientific pricing system in the stitching room. Barr made a series of time and motion studies in the room, observing each individual operation. He attempted to evaluate the jobs by the degree of skill required for each operation, and subsequently reward the proper payment for each job within the union allowance. The employees are organized by the United Shoe Workers of America, CIO. payment is now determined by (1) the established base price method; (2)

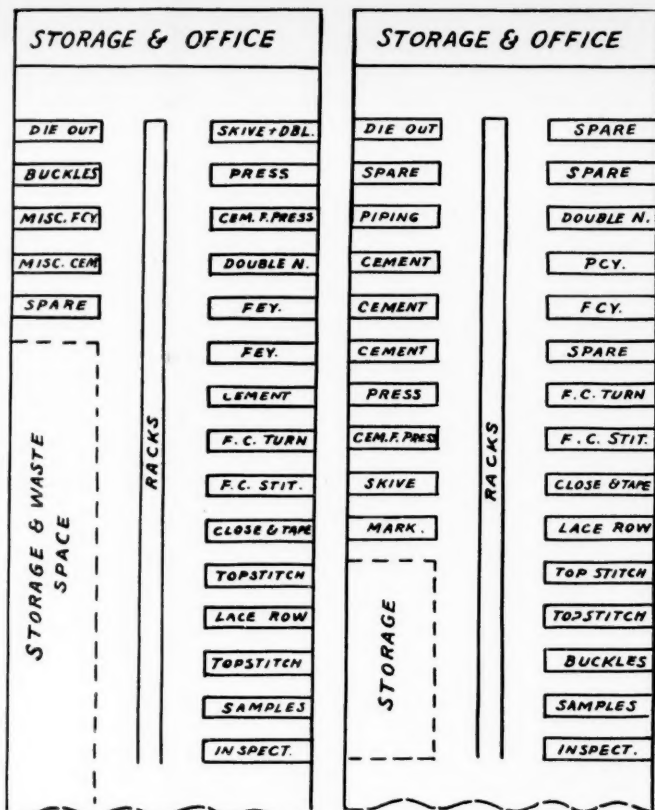
what the job consists of, and (3) what skill the operator needs.

The pricing system is now in effect throughout the factory. Each time a new pattern is put into production Barr lists the operations necessary for the production in their logical sequence. Each operation is priced and the list is given to the foreman as a suggestion to him. The time and motion studies have achieved a consistent standard method of pricing. The system has affected a reduction of the "barter and bargaining" system and has lessened the number of union grievances. The method is used for new prices in all departments for new operations where an established base price does not exist.

Planning Service

The company officials decided to utilize a planning service. An expert visited the factory, conferring with company officials and preparing measurements and sketches in the cutting room. The consultant studied the types of shoes manufactured there and the desired capacity. Blueprints were submitted to the factory which Barr redesigned and improved to suit new conditions.

Templates were set up to determine the new layout. Each room of the factory was laid out on paper with cardboard reproductions of each machine. Conferences and discussions were held. The cardboard machines were moved about on paper according to suggestions by the factory owners, the superintendent, the foreman and the staff engineer. The foreman listened to complaints of the operators and brought these complaints to the conference table. Machines were moved on paper and discussion moved them again. No actual machinery changed position until all of the work had first been completed by blueprints and templates.



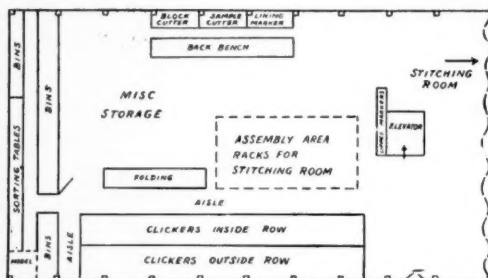
The original stitching room layout caused the shoes to pass individual operators several times before leaving the room. The present setup allows the work to move smoothly around the room. The spare benches are for possible new operations on future patterns.

The first room to be altered was the cutting room. The factory uses the vertical flow method of production, the leather being cut on the top floor of the three-story building, and the finished shoes packed on the ground floor.

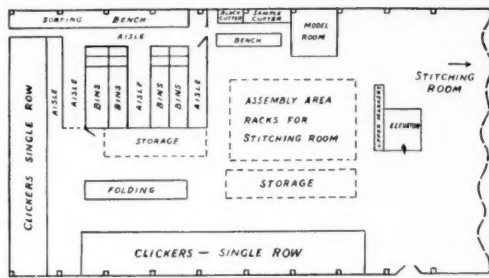
The cutting room originally had one double bank of clicking machines. This was inadvisable because

the workers were too close to one another. Each time an operator had to get materials he found it necessary to squeeze past other operators and walk the full length of the floor to get what he needed.

The machinery was replaced so that the two walls formed an L-shaped row of clicking machines, affording each operator more space



The original cutting room layout had the operators too close to one another. Result: each time an operator had to get materials, he had to squeeze himself past the others and walk the length of the floor. Notice the wasted space.



The present cutting room layout gives each operator ample room to work without interfering with the next man. Each operator also gets light and air from the windows. All obsolete machines and materials were removed from the floor.

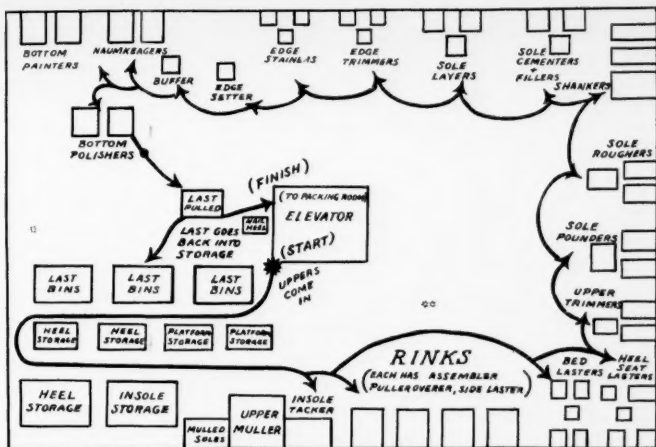
and light from the windows. The current storage was moved closer to the workers and all obsolete machines and materials were removed from the floor. The leather storage capacity in the room has been doubled by these changes.

New fluorescent lighting was installed to further promote efficiency. Lighting engineers suggested a type of light that emphasizes colors and enables workers to see imperfections in the leather and facilitate their work. The new layout increased the ease of foreman supervision and afforded the utmost utilization of floor space for current production needs.

Stitching Room Next

The original of the stitching room setup was a decided hindrance to smooth production flow. The work came in from the cutting room and made its way from one machine to another in a very roundabout manner. The work retraced its route several times before completion. Operators being paid to run machines were spending a great deal of time pushing racks from one end of the floor to the other.

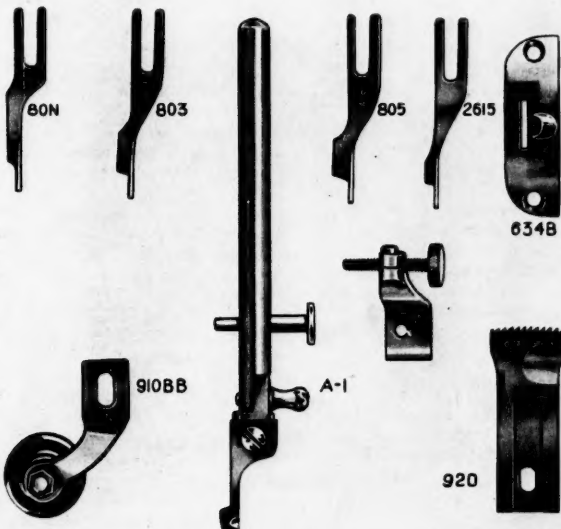
The room was rearranged to concur with a shoe's logical sequence of operations in production. The type



Lasting and making room as it now stands with a few possible minor changes in store. Shoe uppers come out of the elevator and are carried through storage where the lasts, heels, etc. for each case of shoes are easily picked out. The shoes go around the room with little or no back-tracking and the last is finally pulled beside the last bins so used lasts are immediately ready for re-use. The edge trimmers were moved from where they formerly got the pounding from cutters on floor above and got the rays from the setting sun in their eyes. The bed lasters were moved from where summer heat combined with steam from their work and made conditions uncomfortable. A rink system replaces the former string system used.

of shoe most commonly made in the factory now travels from one machine to the next with little or no back-tracking. Of course some patterns

require various operations and render others unnecessary. But the amount of the shoe's travel through
(Continued on page 32)



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What REALLY Makes Leather?

By Dr. Fred O'Flaherty
Technical Research Director
Tanners Council

In every 60 pounds of hide, 40 pounds is "waste" and only 20 pounds is actual leather-making material. On this basis a complete revaluation of hide and leather costs is necessary. An article that should stir thinking and comment from tanners and shoe manufacturers alike.

LET US consider what a skin or a hide is, as it is furnished to the tanner. The skin was the covering of the body of a steer, cow or bull, calf, sheep or goat and as a living tissue it was composed of proteins, carbohydrates, fats, salts, water and together with these salient constituents are included varying quantities of blood, filth and manure plus the curing salt.

There is only one constituent of a skin or hide which makes leather: this is the protein portion. And not all of this makes leather.

The proteins are represented by collagen, the fibrous protein which makes up the bulk of the fibers in the skin or hide. This is true leather-forming material. Elastin and reticulin are also fibrous proteins but they represent less than one percent of the fibrous part of a skin or hide and they too become a part of the leather.

These are the only parts of a skin or hide which make leather.

The other proteins are the so called globular proteins, albumen, globulin, and mucoids. To the tanner these are the current substances found in skin and hide between the fibers. These materials are removed in part by the cure and later by the soak, lime and bate solutions of the beam house. *They do not make leather.*

In a skin or hide as received by the tanner there is also some blood which also contains some protein, but it must be removed by beam house processes the same as the globular proteins. *Such proteins do not make leather.*

Carbohydrates and Fats

The carbohydrates are sugar-like materials in various degrees of complexity and represent a very small

percentage of the weight of the skin or hide. *These materials have no value in making leather.*

Fats vary in composition and in amount or distribution in the skin or hide. The fats vary from simple animal fats (like lard) to complex phospholipids and waxes.

The most uniformly distributed fats are in the grain area of the skin or hide and become a part of the scud removed by the unhairing process.

In the skin or hide corium there will be varying quantities of fats stored. This will vary with the state of nourishment of the animal. It can in some areas amount to as much as 30 percent. On an allover analysis the fat content of steer hides will be about 5 percent, and less in calf skins or others.

The fats are changed with time, and the poorer the cure the more rancid the fats become.

The fats in skin or hides are a source of worry to any tanner as they make grease stains and make the fat liquor distribution non-uniform. *Fats do not make leather* although a reasonable amount may be used as lubricants for the leather.

Salts and Water

The salts in a cured skin or hide are composed of about one percent salts originally in the living skin and about 20 to 30 percent added cure salt by the packer or butcher. The salt serves a useful purpose in curing the skin or hide, *but it does not make leather*, and is all washed out in process.

The water content of a green-salted cured hide represents 45 to 50 percent of its weight and very often either by accident or design this goes as high as 60 percent. Over half of the weight of a cured hide is water. *This water*

does not make leather, but it is paid for at the price of hides. The water adds to the freight bill of shipping hides. Not only is water expensive in this form but if a tanner predicates his white weights and leather yields on a reasonable moisture content (50 percent) and some lot of hides he receives contains 56 to 60 percent moisture, he has an economic handicap which precludes his making expected leather yields.

A typical 30-day cured hide from a packer cellar (1936) was

weight cured	64 lbs.
salt	9 lbs.
hide substance	24 lbs.
moisture	31 lbs.
	64 lbs.

On a dry basis this represents 37 percent salt, on cured basis 14 percent salt and a little less than 50 percent moisture.

Recently, in discussing this matter with several tanners I obtained the following values for 1943 cured hides.

hide cured weight	60 lbs.
salt	10 lbs.
water	20 lbs.
fat	1 lb.
hide substance	29 lbs.
	60 lbs.

This would look like an improvement over the 1936 values in favor of the tanner, but the amount of trim and fleshings taken from a hide is today about 16 percent of the total weight. Reducing this to dry weight it means about six to seven lbs. of hide substance per hide is removed as a by-product. *Trimnings and fleshings do not make leather.*

Only 1/3 Actual Leather

We can reduce the matter: a 60-pound hide is really 20 pounds of
(Continued on page 30)

Auxiliary Tanning Chemicals

By Paul I. Smith

IN THE TANNING process itself several new chemicals are now being used to achieve special effects. Of the new additives one of the most interesting is potassium citrate which prevents the red powdery rot which attacks vegetable tanned leather, particularly in large cities where atmospheric pollution is known to be appreciable. The British Leather Manufacturers Research Association ascribes this rot to the action of sulphuric acid derived from the sulphur dioxide present in the air.

Leather has been found to absorb up to 5 to 6 per cent of its own weight of sulphuric acid. In tests carried out in the laboratories of the Research Association it was found that undyed and rough-tanned leathers are less liable to rot than washed or dyed leathers, because the former contain water soluble compounds which are

lost in the subsequent processing. These compounds were later identified as potassium salts, derived from tanning materials. As a result of this investigation, the British Leather Manufacturers Research Association recommends that all vegetable-tanned leather be protected by potassium citrate in the proportion of not less than 7% of the weight of the leather.

Potassium citrate is a white crystalline solid soluble in water, both hot and cold, and now available in bulk quantities for industrial uses.

Fungicides for Pickled Skins

To ensure that pickled skins are unattacked by moulds it is necessary to add fungicides to the pickle liquor. There are a large number of chemicals which have been recommended for this purpose from time to time.

One of the best known of these additives is sodium pentachlorophenate, which is available in powder form or in the form of 1-oz. briquettes. A satisfactory method of use is to add the fungicide to the salt liquors so that penetration into the alkaline collagen is thorough. On the addition of acid to the brine, the pentachlorophenol which is insoluble in acid solution is precipitated within the protein fibres. About 4-8 ounces of sodium pentachlorophenate per 1,000 lbs. of green stock is effective. Other important fungicides are sodium trichlorophenate which added to the pickle or tan liquor, phenyl mercuric acetate, phenyl mercuric nitrate, p-nitrophenol and hexachlorocyclohexane. Of the newer fungicides the quinones are worth mentioning. Preliminary study of tetrochloro-p-benzoquinone and 2, 3-dichloro, 1, 4 -naphtho-



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quinone would appear to indicate that the fungitoxicity of the group is extremely high.

Fungicides for Tanned Skins

A great deal of attention has been given to the treatment of leather to prevent the attack of fungi under conditions normally favorable to their growth. There is no doubt that by treating pickled skins with fungicides, a degree of immunity to fungoid growth is obtained. Leather can be effectively mould-proofed by treating with several different chemicals, the best known and most useful being

sodium pentachlorophenate and p-or-nitrophenol used in the proportions of 1-10 ounces per 1,000 lbs. of wet leather, according to the degree of protection required. Luggage leather, ski boots, workman's boots, and army footwear all need the highest degree of protection from mould.

The recommended method is to add the fungicides to the drum or paddle about one hour before tanning is completed. This ensures a high degree of penetration and, provided the tanned skins are horsed up and allowed to "sammy" for several hours it will be found that the fungicide

becomes firmly attached to the leather fibres.

Tanners who have had experience with the German compound "Preventol" consider that its efficiency as a mould-preventive is of a high order. This compound which is used in proportions of 2-3% on the weight of the leather is made up of 46.5% trichlorophenol, 11.8% menoethanolamine, 3.2% sodium iso-butyl maphthalene sulphonate, 9.4% caustic soda, 0.2% pine oil and balance water. Another German mould-proofing agent is dimethyl benzyl ammonium chloride which is added to the tan liquors to the extent of 0.5%.

Degreasing Agents

Skins of high fat content, particularly sheepskins and pigskins, are best degreased prior to tanning, otherwise penetration of the tanning agent is uneven and the skins are dark in color. Degreasing in the wet state is preferable to, and more economical than solvent degreasing in the dry-tanned state. There are several methods adopted, all of which can give good results, and these may be considered under the following headings:

- (1) Pressing and saponification of residual grease.
- (2) Treatment with aqueous emulsifying agent.
- (3) Treatment with a solvent in water emulsion.

Dealing with No. 1 method, the most satisfactory way of carrying this out is to press out the bulk of the grease in the hydraulic press and then to remove the remainder by saponification using trisodium phosphate as the saponifying agent. This process needs to be carried out on bated stock and cannot be used successfully on pickled skins. Trisodium phosphate is a white crystalline substance, freely soluble in water and with a total alkalinity of 18.7% (as Na_2O). It is usually made available in paper bags, wood drums or barrels and fibre drums.

The second method of aqueous degreasing is now assuming more importance. It necessitates the use of special emulsifying agents, such as the condensate of p-octyl phenol (1 mol) and ethylene oxide (12-14 mol) mentioned in B. P. 536, 540. The method now in use consists of drumming the pickled skins for 1-3 hours in twice their weight of an aqueous solution containing 20% (on weight of skins) of the emulsifying agent. Common salt 5% can be added to the liquor so as to prevent undue swelling.

(Continued on page 31)

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Short-Range Shoe Buying -- Here To Stay?

Shorter range, smaller purchase buying is developing permanent stature. How is it affecting the industry?

SHOE manufacturers are now in the midst of a developing new era in shoe buying. Instead of ordering shoes six months in advance, the retailer is now ordering merchandise for one to three months delivery. How does this short range purchasing policy affect the industry?

Retailer's Position

For the retailer this is the optimum way of doing business today. With the unsteady market conditions of the present the retailer feels he is best off by taking as little risk as possible. The average retail inventory is about 75 percent of prewar. But the main difference lies in the fact that the retailer does not carry this inventory for as long a period as he formerly did.

The retailer is buying as close to consumer demand as possible, thereby enabling himself better to buy what will sell. The wise retailer orders shoes with the manufacturer's position in view. The short-range order is good as long as the manufacturer has time to make the shoes with the desired quality for timely delivery.

The retailer must also maintain a definite balance in this policy. He realizes that a few sales may be relinquished due to the diminished inventory, but his losses would be more drastic on stocks of depressed merchandise. The present methods of doing business require careful retail planning.

Shoe Mfr. Hard Hit

The shoe manufacturer who feels that he is hardest hit by this policy is probably right. The new system demands more initiative on his part. He also keeps his inventories down for self-protection. Manufacturers' inventories of supplies are now about 60 percent of prewar.

The manufacturer who is able to plan can profit from short-range orders. If he sells to small retailers as well as large ones, his production will show a more even annual pace. While chains are ordering about three times a year as they have always done, small retailers have doubled the number of their orders. Therefore, the shoe manufacturer, although he may not be producing at capacity, can

produce steadily and cut down on the seasonal ups and downs.

The shoe manufacturer who sells to the retail chains is still able to keep production even with studious planning. He knows that, regardless of conditions, there are certain items that the chain will need at certain times, and he can plan his business accordingly.

Lower Suppliers' Inventories

Suppliers to shoe manufacturers are also playing their hands close with inventories. Tanners now carry less than 40 percent of finished stocks, compared with prewar. They also consider this the healthiest way of doing business today. Other suppliers are marching in the low inventory parade and plan their business activities more carefully than they did during the wartime boom.

In some instances the small-order, short-range buying policy tends to force prices down a bit because it represents a form of price resistance. Tanners have felt the effects of this in orders from shoe manufacturers. However, there are times, such as the present, when there is a sharp

reversal of effects. When shoe manufacturers hold off until the last minute, then all together place orders for early delivery, leather prices become firmed or may even be forced up a bit.

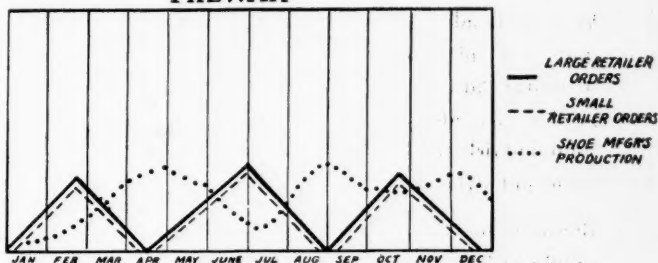
Short-range orders are a boon rather than a hindrance to the shoe industry, is the consensus. Losses by the shoe retailer consequently cause losses to the entire industry. Overstocked inventories mean a cessation of buying activities.

Short-range orders can help keep production at a steady pace; they act as protection against a falling market or a poor style choice for the entire industry. And short-range orders can easily, if correctly handled, bring about greater cooperation between the suppliers, shoe manufacturers and retailers.

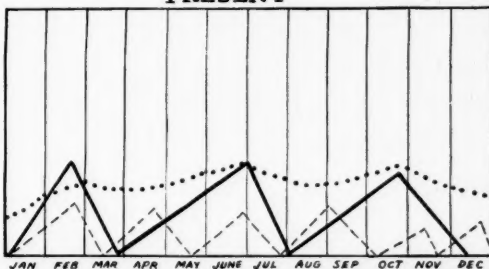
Origin of Policy

The retailers instituted this policy for various reasons: The reduction of business risk is the foremost purpose of short-range orders. Heavy inventories can mean heavy capital losses in case of a sharp price decline

PREWAR



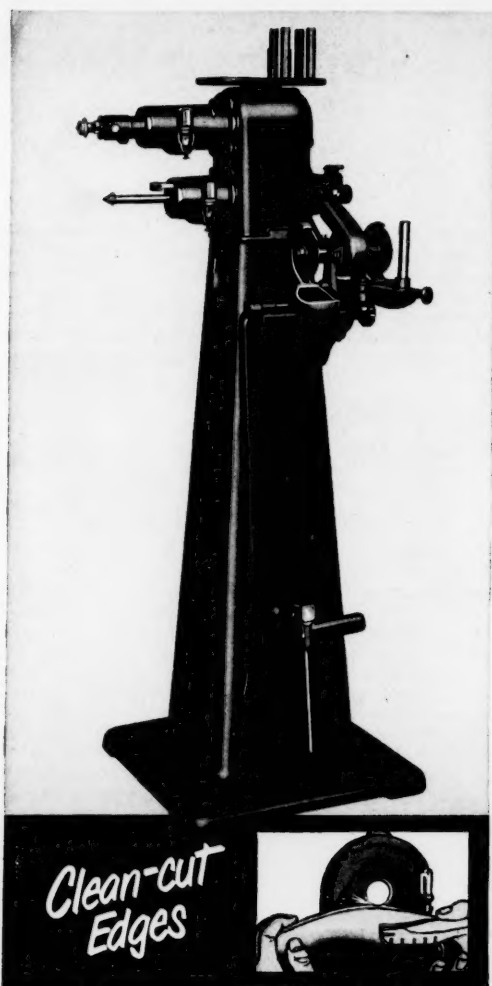
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Whether you make or sell shoes consider these **3 Steps** to **Better Edge** **Making!**

Well-made edges are one of the important details that improve shoe appearance. Edges with a well-defined profile . . . edges that are smooth, solid and rich in tone, complement the color and style of the upper.

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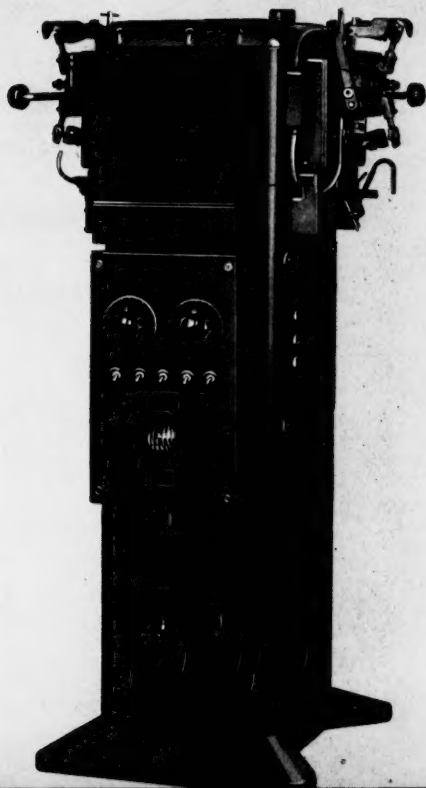


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USMC Sole Edge Inking Machine — Model A

This machine offers for the first time superior mechanical inking of attached sole edges. The controlled ink flow results in more uniform inking and better finished edges. Results in greater cleanliness, too, with savings in the Bottoming, Treeing and Packing Rooms. Look for these advantages over hand work, particularly on women's close edge styles where the machine makes possible substantially more volume.



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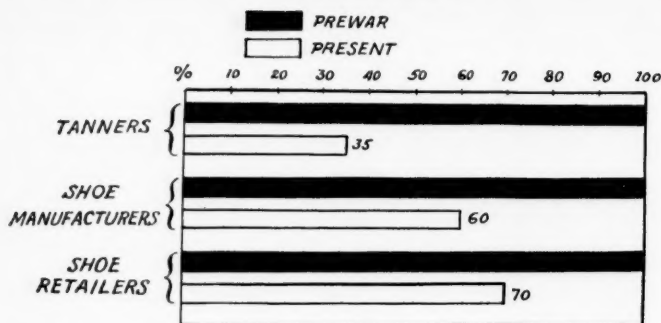
USMC Twin Edge Setting Machine — Model F

This new machine is smoother 3 WAYS—in operation, in appearance and in the edge it produces. The iron makes 5600 strokes per minute—2200 more than preceding models and the shorter stroke greatly reduces vibration. Sets better edges more rapidly and with minimum operator effort and fatigue. Has balancing system for quiet operation. Either side of the machine can be shut off when not in use, thus reducing wear, maintenance and power consumption.

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or a difference in the whims of Dame Fashion.

In the hope of making wise style choices the retailer decided to order as close to delivery date as feasible.

As the season approaches, the retailer can better judge the style choices that will be demanded by the consumer.

A portion of this decision was a

matter of necessity. With shoe sales on a slight downward grade, retail capital is not as fluid as it could be. Wise manufacturers have tightened up on credit extensions causing the retailer to buy only the merchandise he can pay for in a limited time.

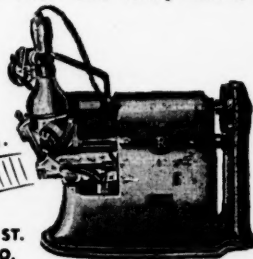
The trend points to a long stay in the business picture of the short range purchasing policy. All branches of the industry will continue to be interested in self-preservation, will exercise extreme buying caution and "Normal times" will come to mean controlled production and purchasing operations.

The planned production, merchandising and purchasing activities necessitated by this policy should certainly show results and may cause the short range policy to have a long reign in the shoe industry.



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New Sole-Attaching Machine

This sole-attaching press has been designed particularly for use with the new pressure sensitive adhesives. It may, however, be used with pyroxylin cement where a slower operation is required by adapting the jacks to a rotary conveyor. This new machine is known as the La-Matic Sole-Attaching Press.

The operation is extremely simple, may be learned quickly by an inexperienced operator. After initial adjustments have been made, it is only necessary for the operator to insert the shoe in a central position, with reference to the pad, and depress the pedal. This one operation will automatically lock the press closed, inflate the pad to a pre-determined air pressure and release the second press of the pair so that the shoe in the latter press may be quickly removed and racked. There are no complicated adjustments to make for each shoe.

Easily understood mechanical movements have been incorporated throughout and adjustments have been reduced to a minimum. The pad design is unique in that it is made of a one-piece prime leather casing which is reinforced at the side, toe and heel sections, so that it will stand up under severe service. The shank portion of the pad is flexible so that it will adapt itself to extreme conditions. The bladder is made of heavy high grade rubber and will withstand repeated inflations.

Since no manual adjustments are required for individual shoes, both hands of the operator are free for rapid handling of both shoes and soles. The pressure arm opens wide to allow ample clearance for quickly inserting the shoes into the press. Releasing the press is also a rapid but



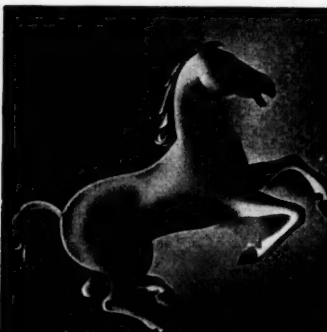
cushioned movement. The shoe will be released in three seconds from the time the operating lever is tripped. There is a minimum of treadle movement required to close the press and one treadle only is used for each jack. The treadles require very light operating pressure and the fact that they are close to the floor means less fatigue for the operator and subsequent greater production.

The press is entirely air-operated and contains a pressure regulating valve in the airline to maintain desired pressure. Electrical circuits are eliminated. There is no danger of a spark igniting fumes from solvents or adhesives. Having the press close by a mechanical movement, which is completely under the control of the operator, the danger of accidentally injuring the operator has been obviated. If a shoe is inserted and the pressure arm closed, the operator, by merely releasing the treadle may reopen the press to correct any trouble. In the event that pressure has been applied, a releasing lever is provided which can be operated either by the hand, knee or hip of the operator.

The press can be used for platforms, wedgies and all types of standard shoes. For high-heeled wedgies, a lever at the side of the press base can be reversed which will provide more clearance between the pressure arm and the pad, allowing more room for this type of shoe.

The heel base plate, under the pad, is adjustable for height so that the pad may be made to conform closely to either high arch or flat shoes. For very short ones, such as children's, a toe hold down plate is provided to prevent ballooning of the pad and to give definition to the outline of the sole. The heel of the pad is stiff enough to withstand the pressure exerted even when the small shoe is in the press.

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Laminated Material As Leather Substitute

In Figure 1 there appears a leather substitute comprised of laminated plastic substances. One should not get the impression that this means elastic material, as goring, but rather that the elasticity is obtained through other means as the use of faille, suedette, cotton, satin, gabardine, and other similar materials, all showing that the word "elastic" herein does not mean elastic in the prevailing sense but in the broader sense of material so laminated as to be stretchable.

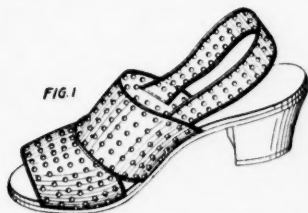


Figure 2 illustrates how this "elastic" material is made. The cutaway sections show how different materials may be utilized; combinations in the way of an outer layer of faille, backed and strengthened by a succeeding layer of textile or lining cloth. The finished layer can be of rubberized suedette. And the use of rubber cements in bonding these layers, the use of an elastic cement in attaching the edge bindings all add to the elasticity of the leather substitute.

In making straps, as illustrated in Figure 3, the use of zig-zag stitching is necessary to increase this elasticity. The perforations shown need no further explanation other than that they contribute to the porousness of a non-porous material.

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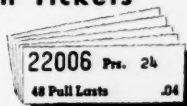
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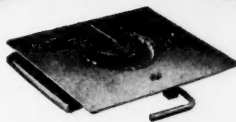
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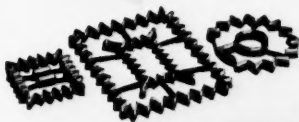
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* see page 9

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O'Flaherty . . .

(Continued from page 20)

leather-making material, therefore if we are buying hides at 20 cents a pound we are paying 60 cents a pound for the material which goes into leather. If we use such figures we see that 100 pounds of leather-making material costs the tanner \$60.00. If we would use such values in determining the cost of leather we could better determine whether we can expect, at market price of leather, to get replacement prices.

While this is simple arithmetic in sole leather manufacture, it is equally applicable to side leather. It is often accepted that we get one square foot of leather per pound of hide. It would be most interesting to know how many square feet of leather we obtain from 100 pounds of actual hide substance in side leather. The same thesis is quite true of all skins as well as hides.

This is a matter worthy of serious consideration, for in no other business is raw material purchased on other than analytical basis.

Plan for Cost Revaluation

How would such plan be carried out is a proper question at this time. It would seem very proper to take samples from 10 per cent of the hides at the time of inspection. Such samples should be only about one square inch in size and could be taken from one or several points on a side, skin or hide. The samples would be clipped and the hair weight determined after washing. The flesh would be removed and could be weighed. The remaining skin would have chemical determinations made: (a) moisture by drying; (b) salt by ashing; (c) fat by extraction; and (d) hide substance by nitrogen determination. The entire matter being accomplished in a period of hours, one operator could do as many as 10 to 20 determinations at a time. Since we would use a composite sample it would mean one analysis for each lot of hides purchased.

Smith . . .

(Continued from page 22)

The third method is well known to tanners and can be successfully carried out on skins in the pickled or tanned conditions. For pickled sheepskins the grease can be removed by drumming a kerosene type solvent and following this, by washing in warm brine to which an emulsifying agent is added, such as sopropyl, di-propyl or dibutyl naphthalene sodium sulphonates. To remove grease from tanned goods one method (U. S. Pat. 2,343,929) makes use of a degreasing emulsion consisting of 150 gallons trichlorethylene, 50 gallons water and 5 lbs. sulphated oleyl alcohol. The solution is used at a temperature of not less than 15.5-23.9 deg. C., and about 10 minutes drumming is suggested as being sufficient.

Pretanning Agents

One of the most useful is hexametaphosphate, a white crystalline solid, soluble in water and extensively employed in water softening and oil drilling muds. A common practice is to use sodium hexametaphosphate in conjunction with other alkalies, e.g.

- 84% hexametaphosphate.
- 2% sodium bicarbonate.
- 4% sodium carbonate.
- 10% sodium pyrophosphate.

This gives a solution of pH 8.0-8.6.

When using hexametaphosphate for pretanning it is necessary to ensure that all free lime is removed from the skins as the presence of bivalent salts prevents phosphate fixation.

Masking Agents

It is now generally accepted that masking agents such as phthalic acid, effect appreciable improvements in chrome tanning. These improvements can be summarized as follows:

(1) Resistance to precipitation by ammonia increased so that there is maximum fixation of chromium and complete exhaustion of the tan bath.

(2) As the tan liquor is less astringent there is less drawn grain and penetration is even over the entire area of the skins.

(3) Additions of phthalic anhydride tend to decrease acidity formed during aging and to increase the useful life of chrome tanned leathers.

Phthalic acid is a white crystalline compound soluble in water and

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* see page 9

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alcohol. Sodium phthalate is also freely soluble in water.

Buffering Agents in Depickling and Tanning

Throughout the beamhouse processes there is a need to maintain the pH of solutions and to control the rate of rise or fall of pH values. Sodium acetate is one of the most important buffers and is now being used by tanners in appreciable quantities. Depickling is simple to carry out and a formula of 10% common salt, 5% sodium acetate and 500% water (65 deg. F.) on weight of the skins will give good results.

Dissolve the salt, add the sodium acetate and drum the skins for 15 minutes and test the solution with bromocresol green. If the skins are sufficiently depickled the solution will remain green. If the action is insufficient, the color will be yellow.

Apart from depickling, sodium acetate finds use as a buffer in all forms of tanning and helps to maintain leather within the desirable pH range of 3.5 to 5.5. For neutralizing acidity from bleaching processes, and from sulphur dioxide absorbed from the air during use, many tanners use sodium acetate.

Bulk quantities of sodium acetate are now available and being free from iron cannot cause discoloration. Sodium acetate is made in flake and granular form, the former being particularly recommended as it dissolves quickly, eliminates caking and thereby speeds handling.

Apteker ...

(Continued from page 19)

the stitching room has been reduced to a minimum.

The new stitching room layout has increased the ease of supervision and work assignments. Any bottleneck in production immediately shows up. Production time in the stitching room present system also provides the proper facilities for piece work prices on skiving and cementing operations.

All cementing operations are now combined in one section of the room, as are all stitching operations. Origination was reduced with the new setup. The inally the lining stamper and the lining marker, although under the jurisdiction of the stitching room foreman, were situated in the cutting room. This caused an uneven pace in work distribution. These workers are now in the stitching room.

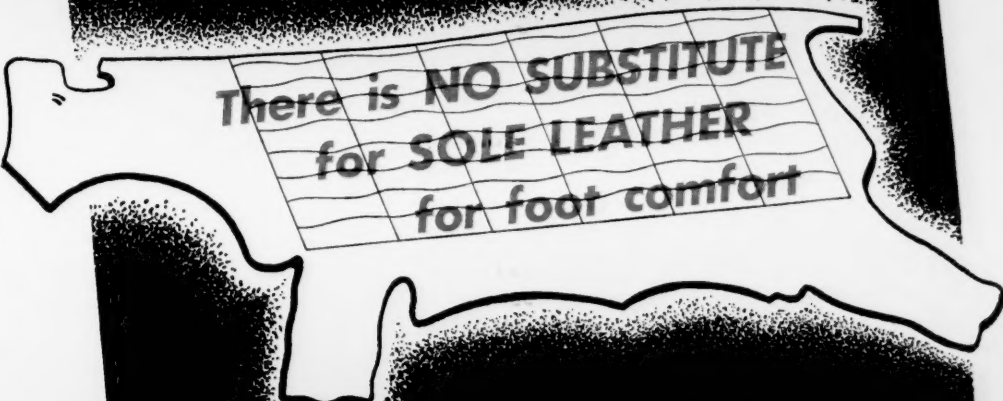
Lasting And Making Rooms

The lasting and making room formerly used the string system of lay-

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out with the machines stretched out across the floor. This was reversed to a rink system, with teams of operators. The suggestions of the technical consultants and the building contractors concerning the necessary space between machines were followed and the operators now work in groups, each group consisting of an assembler, pulloverer and a side laster.

The lasting room is now set up with machines in their logical sequence. The finished uppers come down the elevator to the storage area of the room. The necessary lasts, heels, platforms, soles and insoles are all stored in one area, making it necessary for a worker only to pass through the section and easily select all of the components for each case of shoes. The lasts and heels are stored in bins. The shoes pass through all lasting and bottoming operations in a circuit around the room, coming to a stop beside the last bins. The lasts are pulled there and immediately returned to the bins from which they came.

Other Changes

Other changes were made to further the efficiency of the employees. The edge-trimmers were formerly situated along the wall directly under the clickers on the upper floor. The vibrations from the clicking machines resulted in an inability to do efficient work on the part of the edge trimmers. The windows they faced daily caught the rays from the setting sun and obscured the vision of the operators. The edge-trimmers were moved to the other side of the room.

The bed lasters were formerly in the center of the room. Their work is

hot due to the steam process, and was even more so in the summer months. To further increase worker efficiency, the bed lasters were moved to the edge of the room near the windows.

A great deal of unnecessary vibration has been removed or diminished in the factory. Felt padding was used for this purpose and skidding methods were also employed. Long wooden beams were placed in vital areas to lessen the noise and vibration.

Some Results

The changes in the lasting room show varied results. The centralization of storage of the component parts of the shoe eliminates the shelving of work for which all parts are not available. The supply and storage system puts this responsibility under a single authority and eliminates workers whose only job was that of seeking necessary parts. Provision has been made for the proper routing of shoes according to their type. The rink system has increased the co-operative effort between the assemblers, pulloverers and side lasters and given them a crew spirit rather than a feeling of self-interest. Better shoes are the result of each worker's awareness of the other man's problem both before and after each operation.

The firm has received many benefits from this effort. Better shoes can be produced more economically due to better production methods. The steady flow of production in its logical sequence of operations means that the shoes are handled less than they formerly were. This reduces the probability of shoes becoming damaged or dirty in production. The new plant layout necessitates less effort

expended by operators in the completion of their work. The new systems have resulted in better foreman reaction to their rooms and a deeper all-around sense of cooperation.

Better Deliveries

Another advantage of systematized production is the facilitation of production scheduling and merchandising. When the manufacturer and his sales force know the necessary time for each operation, and when he knows each operation required for a particular shoe, he also knows how long it takes for the shoe to be manufactured. As a result, the manufacturer's accounts needn't be troubled as much by late delivery of merchandise. The manufacturer whose shoe production is scheduled does not guess when he promises a delivery date and then hope he can meet it. He knows fairly accurately when the merchandise will be ready for shipment.

One important point that the officials of the Fleisher Shoe Company emphasizes is that this idea of improvement is a *continuous* one. The Fleisher executives say that their attempt to go ahead for overall efficiency has proved itself conclusively in money savings, in improved production and quality. They also utilize this program of continuous improvement to render better and more efficient service to the customer.

The example set by the Fleisher Shoe Company is one which can be profitably followed by other shoe manufacturers, large or small. It is not so much a matter of applying engineering principles to shoe manufacturing as it is a matter of applying progressive thinking to modern industry.



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DEATHS

Charles F. Cotter

... 71, former head of the Cotter Shoe Co., Lynn, Mass., and a prominent Lynn citizen, died August 26 at his home there following a heart attack. Besides his long activity as a shoe manufacturer, Cotter was appointed by President Roosevelt as State manager of the Federal Home Owners' Loan Assn. in 1933 and became New England director a year later. He was also active in the banking business in Boston. He leaves his wife, Agnes; four sons, Lt. Col. John Cotter; Philip L., Joseph S., and Robert; two daughters, Mrs. William O'Neil and Mrs. Charles J. Todd; and 11 grandchildren.

Luther W. Brown

... 51, former business agent for the Lynn, Mass. Cutters' Local of United Shoe Workers of America, CIO, died suddenly Aug. 23 in the Danvers State Hospital where he had been employed for the past six years. He was widely known among shoe workers in Essex County and formerly worked as a cutter in local shoe factories. He leaves his sister, Mrs. Mildred McMillan, with whom he lived; another sister, Mrs. Bruce Falls; four brothers, John L., Earl, George, and Raymond; and several nieces and nephews.

Frank D. Sturm

... 82, formerly associated with United Shoe Machinery Corp., until his retirement nine years ago, died Aug. 21 in Cincinnati, Ohio. He leaves his wife, Cora; two sons, Earl B. and Nelson D.; two daughters, Miss Myrtle Sturm and Mrs. Fred Contant; six grandchildren and three great grandchildren.

James L. Thomas

... 75, supervisor of the tool designing department of United Shoe Machinery Corp., Beverly, died Aug. 25 at his home in Beverly. He was a native of Lewiston, Me. but lived in Beverly for the past 40 years. He was a member of the United Shoe Quarter Century Club. Surviving are a daughter, Mrs. Myrtle G. Houston; two sons, Herbert E. and Arthur P.; two brothers, Charles F. and Albert W.; and two sisters, Mrs. Lillian Hogan and Mrs. Della M. Dunn.

Frank D. Cowdery

... secretary of the Albany Felt Co., Albany, N. Y., died there at his home on Aug. 24. He had been associated with the firm since 1920.

Henry Brauner, Sr.

... 63, former orthopedic shoe designer, died Aug. 25 at his home in Milltown, N. J. He was associated

with the Michelin Tire Co. until a few years ago. He leaves two sons, Henry W. and Paul L.; a daughter, Mrs. Charles L. Holsten; and 12 grandchildren.

Salvador Cuetara

... died August 21 in Gijon, Spain. He was an owner of Cuetara Bros., Boston shoe export house, and has been associated with the shoe industry for 15 years. Cuetara was traveling in Europe on a business and pleasure trip. He leaves his wife, May, and two sons, Frank and Joseph.

Martin Dietz

... 79, former foreman for Dunn & McCarthy, Inc., Auburn, N. Y. shoe man-

ufacturers, died Aug. 21 at his home in New York City. Surviving are two sons, William F. and Martin E.; four sisters, and a brother.

Francis J. Shields

... 56, died at his home in Bombay, New York on August 23. Shields was president of the Shield's Slipper Corporation in that Northern New York village for more than 15 years, and was a member of many civic and fraternal organizations in that village and vicinity. His father and uncle founded the business bearing the Shields name many years ago, and he became active head of the Company on retirement of his father. He attended Cazenovia Seminary and New York University.

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Coming EVENTS

Sept. 6-8, 1949—Spring Showing, Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

Sept. 7-8, 1949—Official Opening of American Leathers for Spring and Summer, 1950. Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept. 8, 1949—"Patent Pending For 1950", a preview of spring fashions in genuine patent leather. Waldorf-Astoria Hotel, New York City. Sponsored by The Patent Leather Bureau.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill. Sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn. Headquarters at Palmer House.

Nov. 2-3—Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 5-9, 1949—Pennsylvania Shoe Travelers Show, William Penn Hotel, Pittsburgh, Pa.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Nov. 6-9, 1949—Annual Michigan Shoe Fair, sponsored by Michigan Shoe Travelers Assn. and Michigan Shoe Retailers Assn. Hotel Statler, Detroit, Mich.

Nov. 12-16, 1949—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers and Travelers Assn. The Benjamin Franklin, Philadelphia, Pa.

Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker & Southland Hotels, Dallas, Tex.

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

Dec. 4-6, 1949—Spring Shoe Show, sponsored by the Indiana Shoe Travelers' Association, Inc. Hotel Severin, Indianapolis, Indiana.

Jan. 7, 1950—Annual Banquet, New England Shoe Foremen and Superintendents' Assn., Inc., Imperial Ballroom, Hotel Statler, Boston, Mass.

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Leather MARKETS

Market shows heightened activity with some price raises noted. Sole leather in demand. Light weight calfskin much wanted. Side leather, splits and sheep steady. Suede slows down.

Sole Leather

Boston sole leather market continues strong, fairly active. Buyers continue to show renewed interest in leather soles, place some good orders despite firm prices and upward trend. Tanners who would prefer to see prices on bends stabilize or ease slightly cannot do anything because of firm hide market. The play, however, is for more leather and less substitutes. Light bends actively sought, not too many available. Good sales reported between 63-64c. Mediums and heavies slower.

Light Bends: 62-65c
Medium Bends: 55-60c
Heavy Bends: 57-60c

Philadelphia sole leather tanners report that business has a "better tone". The upturn started about two weeks ago and the market has strengthened considerably since. They are most optimistic about business in the Fall. Most of the improvement has been in findings, according to some tanners. Orders have increased considerably in this field. Tanners raised their prices and are getting 63c. Factory leathers have also improved; the prices of fac-

tory bends are unchanged since last week. Bellies have sold at 37c and heads went for 20c this past week. Many tanners reported themselves as "sold up".

Sole Leather Offal

Dealers report Boston market even firmer this week, sales active. Because of curtailed production of some leathers, rising demand has quickly exhausted supply. Prices are therefore stronger with leathers generally sold up. Many shoe manufacturers are ordering heavily at last minute to complete fill-ins for fall orders. Wide demand for bellies indicates many manufacturers concentrating on women's volume shoes. Good steer bellies sales reported up to 37c with some dealers asking 38c; cows bring up to 35c. Both hard to find today. Single shoulders with heads on move well with lights bringing up to 47c, heavies to 40c. Double roughs widely wanted as prices rise average of 4-6c. Good sales made up to 65c. Heads still active at 18-20c. Fore shanks bring up to 25c; hind shanks find fair sales at 27-29c.

Bellies: Steers, 35-37c; Cows, 34-35c
Single shoulders, heads on: Light, 41-47c; Heavy, 36-40c
Double rough shoulders: 58-65c
Heads: 18-20c
Fore shanks: 23-25c
Hind shanks: 27-29c

Welting

Boston welting manufacturers sweat over the sharp rise in double rough

shoulder quotations. On basis of 63c asked for welting shoulders regular Good-year stock of $\frac{1}{2}$ by $\frac{1}{8}$ should bring at least 9c, say makers. Today little welting is sold because buyers won't pay asking prices. Many have a fair supply on hand bought recently at about 7 $\frac{3}{4}$ c. Some small sales have brought 8c. While welting men complain of the squeeze, makers of welting shoulders have the same story. Today they want 63c for such shoulders with heavy native hides bringing 23 $\frac{1}{2}$ to 25 $\frac{1}{2}$ c. In April of 1948 comparative prices were 65c and 23 $\frac{1}{2}$ c. In April of 1947 the margin was much wider for 23c hides made 71c shoulders. Specialty welting continues to enjoy excellent demand at stronger prices. Synthetic gets more attention and the leading maker of this type of material enjoys the best business it has ever had.

Calf Leather

Boston calfskin tanners report little change. Prices firm, sales fairly active. Light weights do especially well with prices somewhat stronger than two weeks ago. Heavier weights move steadily although demand slower here. Tanners look for Leather Show to provide spring-board for good color season. Blues, green, reds and beige get more attention. Suede sales show seasonal slow-down—expected to continue this way for several weeks until new demand shows up.

Men's weights: B 90-1.05; C 85-1.00;
D 75-94; X 70-84; XX 60c
Women's weights: B 93-1.05; C 87-97;
D 80-92; X 70-86; XX 55-70c
Suede: \$1.10-1.20; \$1.03-1.10; 90-93c

Kid Leathers

Philadelphia kid leather business is now "between seasons". Most of the Fall-Winter ordering has been done by the shoe manufacturers and they are waiting for the Show before starting on their Spring cutting. However, business is considered good. Still some orders in suedes and glazed in black, and some brown as manufacturers are completing their orders. Tanners hold an optimistic point of view, feeling that sales will increase in September. Prices on suedes are unchanged in the lower ranges, but go as high as 90c. It is selling this time mainly in the 45-80c range. The 90c grade is a very fine suede for which there is now not too much demand. Glazed sells mostly in the 50c to 60c range. There is little demand for it in very low and very high prices which are unchanged. Tanners are preparing colored suedes for the show. There is a new "cola" color being made, and a dark red on the raspberry tone. Greens and blues are also being worked on. Slipper kids are still selling well, mainly to the cowboy boot manufacturers. Prices are firm. Nothing new was reported on linings. No business was reported on satin mats. Some tanners have received many inquiries on crushed and are considering going into production if the interest continues. No change was reported on the rawstock market.

suede: 40-50c; 50-90c
slipper: 40-55c
glazed: 25-50c; 50-80c; \$1.00-1.10
linings: 30-50c
satin mats: 50-\$1.00

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	90-1.10	90-1.10	95-1.10	1.30-1.48
CALF (Women's)	85-1.05	80-1.00	90-1.05	1.30-1.48
CALF SUEDE	1.00-1.15	1.00-1.15	1.00-1.20	1.45-1.90
KID (Black Glazed)	70-1.00	40-60	58-83	70-90
KID SUEDE	60-88	40-60	55-82	70-90
PATENT (Extreme)	48-56	48-56	50-58	76-82
SHEEP (Russet Linings)	18-22	18-22	19-22	23-25
KIPS (Corrected)	54-58	54-58	58-61	70-75
EXTREMES (Corrected)	40-46	45-52	48-52	60-65
WORK ELK (Corrected)	41-46	41-46	50-53	56-60
SOLE (Light Bends)	62-65	60-63	70-75	90-95
BELLIES	33-37	32-35	38-40	44-47
SHOULDERS (Dble. Rgh.)	58-65	53-58	60-63	77-80
SPLITS (Lt. Suede)	37-43	37-43	40-45	41-45
SPLITS (Finished Linings)	20-23	20-23	21-24	27
SPLITS (Gussets)	17-19	17-19	19-20	21-22
WELTING ($\frac{1}{2}$ x $\frac{1}{8}$)	8	7 $\frac{3}{4}$ -8	9	11-11 $\frac{1}{2}$
LIGHT NATIVE COWS	23 $\frac{1}{2}$ -25 $\frac{1}{2}$	22 $\frac{1}{2}$ -25	27 $\frac{1}{2}$	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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TANNERIES AT PEABODY

Boston kid market reports little new. Strong rawstock market hold prices at present levels and tanners, unable to reduce prices, keep production low. Little change expected for next few weeks. Black suede does fairly well with brown next. Sales reported up to 88c with bulk of demand still concentrated on grades 55c and down. Black glazed not too active; some sales made from 70c-\$1.00 but here also buyers concentrate on grades below 60c. Colors expected to be large factor after Leather Show. Slipper kid sales only fair; linings not too active with few sales made above 36c.

Splits

Sales slightly slower than week ago but prices remain unchanged in Boston. Suedes begin to experience seasonal slow-down as larger orders fall off. Most standard tannage lights still bring up to 41c; a few specially selected tannages sell at 43c. Heavy suedes still find takers up to 47c. Work shoe splits sell fairly well at 30c and down; not much interest above that. Retan sole splits find takers at 30-40. Gussets move well between 17-19c. Finished linings fair; sales made at 22c and down.
Light suede: 36-43; 34-41; 32-38
Suede heavy: 44-47; 42-44; 39-41
Retan sole: 38, 35, 33, 30
Finished linings: 18-20; 20-22; 22-23
Gussets: 17-18-19c

Side Leathers

No change in Boston side leather market. Business continues fairly good with prices holding recent levels. Best tannages find most takers with cheaper grades also wanted. Not much demand for in-betweens. Heavy aniline types still widely wanted; corrected extremes bring 56c and down. Good demand for regular finish corrected kips and extremes; bulk of sales of former made at 58c and below, latter brings 42-48c for standard tannages. Large sides slower; some sales made up to 43c. Work elk brings fair sales up to 46c.
Heavy Aniline Extremes: B 54-58; C 50-53; X 44-46c
Corrected Kips: B 50-58; C 48-56; D 46-54; X 41-47c
Corrected Extremes: 42-48; 40-46; 38-44; 35-41
Corrected Large: 39-43; 37-41; 35-39; 32-36c
Work Elk: 42-46; 40-44; 38-42; 36-40c

Sheep Leathers

"Not much change," say Boston tanners who find prices strong, selling active. Buyers continue to sample and place good orders. Tanners unable to afford choice packer skins, must try to find medium skins or buy cheaper country skins. As a result, most use rawstock already on hand, must hold prices firm. Russes active with good sales made up to 22c for boot linings; up to 20c for shoe linings. Some tanners ask more, find few takers. Colored vegetable linings move fairly well with bulk of sales made at 19-20c. Chrome linings find sales up to 28c. Hat sweats and garments quiet.
Russet linings: 22, 20, 18, 16, 12, 10c
Colored vegetable linings: 22, 20, 18, 16, 14c
Hat sweat: 26, 24, 22, 20c
Chrome linings: 28, 26, 24c
Garment suede: 26, 24, 22c
Garment grains: 22, 20, 18c

Linco

Time-Tested

FORMULAS

"LET LINCO PRODUCTS
HELP YOU MAKE BETTER
LEATHERS AT LOWER COST"

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H.
LINCOLN
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**COUDERSPORT
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BATES
LEATHER FILLERS
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FINISHES
SPONGING AND
WASHING COMPOUNDS
TANNERS' SUGAR
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COLLOIDAL CLAYS
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A. H. ROSS TANNER

Since 1888
Specialty Leathers
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CHICAGO - J. K. Reynolds Co.
LOS ANGELES - A. J. & J. W. Cook
BOSTON - Merchant Leathers
PHILADELPHIA - Schoenberg
Leather Co.

LEATHER and SHOES—September 3, 1949

Bag, Case and Strap

The coming of the fall season and the prospects of manufacturing goods for the Christmas season are already on the tongues of buyers in the bag, case and strap market. Some demand pick-up has been noted in addition to that which was brought about by the lowering of prices by sellers. There is more leather available this year than there was last, however. Prices have held unchanged, the 2 ounce case quoted at 42 and 39c, 2½ ounce case 45 and 42c, 3½ ounce strap 53 and 50c, 4 ounce strap 56 and 53c, and the 5 ounce strap, 60 and 57c.

Garment Leathers

Some price advances have been noted in this market, particularly in grain garment sheep and horsehide selections. The grain garment sheep is quoted around 26, 24 and 22c, according to grade, which shows a considerably better picture than last figures. The horsehide leather situation is not much higher, although the average is figured closer to 40c than 38c, as previously quoted. There is movement in most all lines, but nothing outstanding. Interest is good, the garment business showing a little better trend during the past few weeks.

Belting Leathers

Philadelphia belting leather tanners report that the market is still up. Volume of business is still very high. Bend butts are selling well. Tanners have increased their prices over two weeks ago, adding 3 to 5c, and getting their prices. Shoulders are still selling well at prices quoted last week, to specialties men and to wetting men. Carriers report that business is continuing to improve in all types of curried leather. New list prices are about the same as last week, with slight variations. Carriers are having no trouble getting their prices.

CURRIED BELTING

	Best selection	2nd	3rd
Bend butts	1.17	1.13	1.07
Centers 12	1.48	1.38	1.17
Centers 24"	1.42	1.34	1.21
Centers 28-30"	1.38	1.30	1.20
Wide sides	1.09	1.05	1.01
Narrow sides	1.02	.98	.94
(Premiums to be added: X-light, plus 10; light, plus 5; X-heavy, plus 10)			

BELTING LEATHERS

No. 1 Ex. heavy .....	.89
No. 1 Ex. light .....	.98
No. 2 Ex. heavy .....	.83-86
No. 2 Ex. light .....	.92-95
No. 3 Ex. heavy .....	.79
No. 3 Ex. light .....	.88

Glove Leathers

A good deal of swapping is going on in this market with glove manufacturers clearing their shelves of stock that they cannot use but some one else can. As a result of the strike, leather inventories in this county will be in an extremely healthy condition. Certain raw stocks not in the mills are being offered to outside tanners and it is understood that local tanners are sending skins East for working. The strike situation is simmering. An A. F. of L. Union is attempting to sign up sufficient workers to

bring the matter before the NLRB. Another union has expressed a desire to enter the field and both have been doing some preliminary work. The Tanners have stated publicly that they will recognize any union of American leadership. In the meantime all mills are closed and will remain so until a new bargaining agent is certified.

TANNING Materials

The raw tanning materials market continued to move at a steady but modified pace this week, with buying inquiry more or less routine. Valonia Cups were of-

fered at \$8.00 and Beards at \$98.00. Myrobalans, J.2s were sold at \$50.00.

Tanning extracts prices were firm as consumer interest centered on needed replacements.

In the tanning oils market advances of 2 to 3c on Neatsfoot was noted as shortages of this item occurred. Other quotations were without change for the most part and buying took on a somewhat better pace.

Raw Tanning Materials

Divi divi, shipment, bags	\$66.00-67.00
Wattle bark, ton	\$81.00-83.00
Sumac, 28% leaf	\$75.00
20% leaf	\$80.00
Myrobalans, J. 1s, \$61.00-62.00,	
J. 2s	\$50.00
Valonia Cups, 30-32% guaranteed	\$80.00
Beards	\$98.00

Tanning Extracts

Chestnut extract, clarified, 25% tannin, lbs. ....	.039
Bbls., L.C.I., .016; e.l. ....	.046



Our specialty...

Real White SHEEP

Actually Tanned WHITE—Not Bleached

THOMAS A. O'KEEFE

EST. 1897

LEATHER COMPANY

4 GOODHUE ST. SALEM, MASS.

Also ... General Line of SHEEPSKINS for SHOE AND GARMET TRADES

UNIFORM

* see page 9

Powdered, bags, c.l.	.11
Cutch, solid Borneo, 55% tannin,	.08 1/2
plus duty	
Gambier Extract, 25% tannin,	.12
bbis.	.09 1/2
Hemlock extract, 25% tannin, tk. cars,	.0525
f.o.b. wks.	.0975
Bbils., c.l. and l.c.l.	
Oak bark extract, 25% tannin, lb.	.06 1/2
bbis. 6 1/2-6 3/4, tks.	.06 1/2
Quebracho extract	
Solid, ord., basis 63% tannin, c.l.	
plus duty	.10 23/32
Solid, clar., basis 64% tannin, c.l.	.11 13/32
Liquid, basis 35% tannin, bbis.	.09
Ground extract	.17 1/2
Powdered super spruce, bags, c.l.	.05 1/2
.05 1/2, l.c.l.	.01 1/2
Spruce extract, tks. f.o.b. works	.09 1/2
Wattle bark extract, solid	.09-.09 1/2

Tanners' Oils

Cod oil, Nfd., drums	.95
Castor oil No. 1 C.P. drs. l.c.l.	.20
Sulphonated castor oil, 75%	.18
Cod, sulphated, pure 25% moisture	.12 1/2
Cod, sulphated, 25% added mineral	.11 1/2
Cod, sulphated, 50% added mineral	.10 1/2
Linseed, raw tks., drums, c. l., and	
l.c.l.	.23-25
Nutsfoot, 20° C. T.	.27
Nutsfoot, 30° C. T.	.25
Nutsfoot, 40° C. T.	.21
Nutsfoot, extra drums	.22
Nutsfoot, No. 1, drums	.24
Nutsfoot, sulphated	.16
Olive, dom. denatured, bbis. gal	4.00-4.25
Waterless Moellon	.15
Moellon, 20% water	.14
Moellon, 25% water	.13
Artificial Moellon, 25% moisture	.13
Chamois Moellon	.13
Common degrass	.10-.13
Neutral degrass	.20-.22
Sulphonated tallow, 75%	.10
Sulphonated tallow, 50%	.08
Sponging compound	.11 1/2
Split oil	.11 1/2
Sulphonated sperm, 25% water	.18
Petroleum Oils, 200 seconds viscosity	.12
Petroleum Oils, 150 seconds viscosity	.13
Petroleum Oils, 100 seconds viscosity	.11



▲ Carl Telander, chief chemist of Armour Leather Co., Chicago, for the past 10 years, has been appointed Assistant Director of Research for Armour Co. and Director of Leather Research for Armour Leather Co. Telander's research laboratory headquarters will be located in Williamsport, Pa.

▲ Lester Hoyt, associated with A. G. Walton Shoe Co. for 17 years, has joined the sales staff of John Dilling Shoe Co., Lowell, Mass. Hoyt will

cover northeastern Massachusetts and New Hampshire.

▲ Leo H. Schiff, West Coast manager for Hickok Manufacturing Co. for many years, has been named vice president in charge of distribution.

▲ Richard M. Jones has been appointed advertising manager for Avon Sole Co., Avon, Mass. He was formerly advertising manager for Chas. A. Eaton Co., Brockton, Mass.

▲ Martin Fine is now sole owner of Lois Shoe Co., Boston. Samuel Zolloto has been named sales representative to cover New England. The firm carries better quality damaged and regular novelty shoes.

▲ George Atchu has taken on the complete line of Bay State Shoe Supply Co. in addition to his regular line from Union Bay State Chemical Co. He will sell the former's line of platform and innersole materials in the New York territory.

▲ Murray Saffron is now covering New England for Manor-Made Shoe Co., Inc., New York. Formerly associated with A. J. Bedford Shoe Co., Lilitz, Pa., and Five Star Shoe Co., Inc., Long Island City, Saffron will handle Manor-Made's line of high styled misses' and children's stitch-down shoes retailing at \$2.95. His offices are at 111 Lincoln St., Boston.

▲ John F. Flanagan is now covering New England for Lin-Rud Die Co., Haverhill manufacturers of perforating and cutout dies. He was formerly with Pentucket Die Co., Haverhill.

▲ Ben Levin is now selling in the Midwest for Maranne Shoe Co., Haverhill. Formerly with Carla Shoe Co., Lawrence, Mass., Levin will handle the firm's complete line of women's novelty shoes.

▲ Saul Silberman is now with Allied Marker Co., Haverhill, as production man.

▲ Bert Press has resigned as Midwestern sales representative for Foot Delight Shoe Co., Beverly, Mass. He retains his headquarters at the Lennox Hotel, St. Louis.

▲ Jack Almond has been promoted to head of the National Shoe Co. divi-

sion of Craddock-Terry Shoe Corp., Lynchburg, Va. succeeding the late Sidney M. Shaner. William A. Taylor has been named as Almon's assistant. Aubrey Blankinship and W. A. Wade have announced their retirements as head of the maintenance department and Southland factory foreman respectively.

▲ Paul Mutshnick has been named sales representative for the Robin Hood division of Brown Shoe Co., St. Louis.

▲ Edward Barrett, superintendent of the International Shoe Co. factory in Newport, N. H., has been appointed to the board of directors of the Newport Chamber of Commerce.

▲ Elliott C. Paddock has been named vice president in charge of sales at Graton & Knight Co., Worcester, Mass. tanners. Paddock has been general sales manager of Corbin Screw Division, American Hardware Corp., since 1939. He will have charge of all the company's sales from its Worcester, Bristol, N. H., Albany, Ga., and English plants.

▲ Sidney Wildfeuer has been named sales manager for the Cosmopolitan division of Harlyn Footwear, Inc., Brooklyn, N.Y., manufacturers of women's casuals. Wildfeuer was formerly associated with Elbee Shoe Co. as a sales representative.

▲ Irwin M. Berner, newly-elected vice president of The Feakes Mercantile Agency of Boston, will have charge of the firm's New York office opening at 11 Park Place. Berner was formerly vice president of the Shoe and Leather Mercantile Agency and is considered an expert in leather credits.

▲ Fred L. Bauer has been elected president of the Shoe and Leather Mercantile Agency, Inc., New York City. He has been with the Agency since 1938 in various capacities.

● N. I. Malmstrom & Co. announces the removal of its Chicago office from 444 West Grand Ave. to 612 North Michigan Avenue, Chicago 11, Illinois. The company maintains a warehouse in Chicago for rapid deliveries of complete stock to the midwest.

LEATHER

YESTERDAY—TODAY—
ALWAYS!

DERMABATE

COMPOUNDS AND LIQUID EXTRACTS

AMERICAN EXTRACT CO.

PORT ALLEGANY, PA.

FINANCE

Shoe Corp. of America

Shoe Corp. of America, Columbus, Ohio, reported net profit for the six months ended June 28 amounting to \$848,539.56, as compared with \$879,688.93 for the corresponding 1948 period. This was a decline of 3.54 per cent. Sales for the six-month period amounted to \$17,956,671.97, compared with \$16,612,699.12 in the same six months of 1948, representing an increase of 8.09 per cent.

The report also disclosed earnings per share for the first six months this year at \$1.90 per share compared with \$1.97 per share in the first six months last year. Sales for the month of July totaled \$3,086,041 while the total sales for the same month in 1948 amounted to \$3,289,153. Although sales for the month of July showed a decline of 6.18 per cent, sales for the seven-month period this year registered an increase of 2.14 per cent gain against a year ago.

At the close of July, the Shoe Corporation of America was operating 329 retail units compared with 322 at the end of the similar 1948 month.

General Shoe Corp.

General Shoe Corp., Nashville, Tenn., reports net profits of \$1,480,282 equal to \$1.88 per common share for the nine months period ended July 31. This compares with net profits of \$1,836,104 or \$2.45 a common share for the same period a year ago. Net sales this year totaled \$56,496,212 as against \$58,329,445 in the preceding nine-month period.

SPOT News

New Hampshire

• Despite seasonal trends, shoe plants in New Hampshire have not shown any recent substantial decline in employment, according to the State Bureau of Labor. However, the total of idle workers continues double that of a year ago.

• Chamber of Commerce officials in Nashua report that an unidentified firm which manufactures inexpensive women's shoes may locate there. A representative of the company recently interviewed 1000 prospective workers in the area. It is reported the firm would start with some 500 employees and eventually double that number.

• More than 500 persons, including Governor Sherman Adams and four former governors of New Hampshire, Minnesota and Massachusetts, gathered at the Rockingham Hotel in Portsmouth recently for a testimonial to former Governor Huntley N. Spaulding, head of the Spaulding

Fibre Co., Inc., and long prominent in the shoe industry as a manufacturer of counters. Other ex-governors present were Harold E. Stassen of Minnesota, Robert O. Blood and Charles M. Dale of New Hampshire, and Alvin T. Fuller of Massachusetts,

Rhode Island

• Felch-Anderson Co., Providence, manufacturers of shoe buckles, has introduced a new type buckle to be marketed under the same "SNAP-IT". The new buckle is fastened by new type gripper fasteners and has no tongue. It is available for both men's and women's shoes and will be shown at the Allied Shoe Products and Style Exhibit in New York City.

Connecticut

• Russell Manufacturing Co., Middletown manufacturers of elastic and non-elastic shoe fabrics and other products, is negotiating to open a branch plant in Bennettsville, S.C., about Jan. 1, 1950. If plans materialize, a 54,000 sq. ft. building would be erected to be operated by a subsidiary known as Russell Products Co. The plant will employ 135 persons at the start and will produce certain types of narrow fabrics.

South Carolina

• A. L. Timmerman, Columbia footwear retailers, have recently leased the shoe department in Wright-Johnson's men's store there, it is reported.



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an Honored Name
in Leather*

SUPEREES

QUALITY BELTING, PACKING BRIDLE and STRAP LEATHERS

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NEW YORK 7, N. Y. • ASHEVILLE, N. C.

Leadership for over a century

Tanners of Quality

SMOOTH AND ELK SIDE LEATHER

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VEGETABLE

For Linings, Bag, Case, and Strap

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CHROME RETAN SOLE LEATHER

Velvet Finished and Waterproofed

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Contract Tanning

WISCONSIN
Leather Company

1830 S. THIRD ST., MILWAUKEE 4, WIS.

HIDES and SKINS

Packer market steady, sellers wonder if firm. Small packer hides at "fantastic prices". Packer calf market higher, kip confused.

Packer Hides

The packer market was definitely established on a steady basis this week but not on a basis that could be called firm. There was doubt around the market that the situation was completely firm, as sellers were believed to have had a hard time trying to get steady money from buyers. The buyers this week were mixed, some tanners and some traders taking part, with the business around 90,000 hides. All steer and cow selections sold, including a few bulls which numbered 800, but were all brands. Only slight changes were noted in prices, some light cows selling for $\frac{1}{2}$ c lower.

Activity was heaviest in light cows, branded cows, branded steers, and heavy native steers, with light native steers not far behind. Heavy cows also were prominent, but did not sell as broadly as other selections.

Sellers were bullishly inclined, which is somewhat of a natural trait, but felt that their sold up position, considering everything, was sufficient to allow them to talk strongly. However, buying interest, while enough to clean up the hides that were offered, was nothing extra. Tanners are viewing the possible heavier receipts with some concern, feeling that heavier hide production will tend to depress the market, which is in their favor. As yet, the receipts have not shown any substantial increase.

The Pacific Coast market was very quiet, but there should be some hides available cut there.

Small Packer Hides

The small packer market is one of

two definite levels. Sellers are feeling very bullish about the situation, in spite of the fact that the big packers did not find a readily advancing market, actually having a hard time getting steady money. Nevertheless, sellers in this market continue to ask what tanners call "fantastic" prices, up to 23 and 24c for 48/50 lb. average small packer allweight native steers and cows, selected. Tanners say that they can't quite visualize the value of 23c small packer hides when they can buy big packer light native cows for 23 $\frac{1}{2}$ c on a selected basis for very good production, and can get branded cows of about 53 lb. average for 21c. But anyway, sellers are asking those prices and attracting little buyers interest. Some hides have sold in cases where there could be an agreement, and usually it is around the buyers' ideas. There are not many offerings around, except for very heavy hides, which are not wanted. The average run of medium average weight hides are pretty well picked over, and sellers are not producing heavily. Lighter hides, around 38/40 lbs. average, from Southwestern points, are quoted up to 24c selected, asking prices 25c and higher.

Packer Calfskins

The packer calf market turned higher on both heavy and light Northern skins. Two packers were active, one selling about 11,500 skins including Milwaukee heavies and lights and Chicago heavies, while the other sold the same amount of skins including Milwaukee heavies and lights and St. Paul heavies. In both cases, the heavies were 52 $\frac{1}{2}$ c for all points of production, and the lights 65c, which is considered 2 $\frac{1}{2}$ c higher.

Prices are now 52 $\frac{1}{2}$ c for Northern new trim heavy calfskins and 65c for

the lights. Riverpoint skins are still quoted at 52 $\frac{1}{2}$ c for the lights and 42 $\frac{1}{2}$ c for the heavies.

Some New York trimmed packerskins sold at prices about 40 to 50c higher, mostly from Pennsylvania and Boston, at \$4.00 for 3 to 4's, \$4.50 for 4 to 5's, \$5.00 for 5 to 7's, \$5.50 for 7 to 9's. The 9 to 12's didn't sell, but are nominally quoted at \$7.25.

Packer Kipskins

Packer kipskins are in a confused position. Some feel that Northern skins at 47 $\frac{1}{2}$ c are an awfully good buy compared to 52 $\frac{1}{2}$ c heavy calf. With this thought in mind, there is a difference of opinion as to what the market is going to do. Some feel that kip is due for an adjustment to keep prices pretty well in line with what calf tanners are paying. Others, however, see no reason for the market to change on that basis, but can visualize higher prices due to the fact that Northern calfskins sold higher. Kip, they feel, will also go higher.

Prices are unchanged, the Northern skins alone, for native kip, quoted at 47 $\frac{1}{2}$ c, while the mixed Northern and Riverpoint production is quoted at 45c. Overweights, in each case, are figured at 5c less.

New York trimmed kipskins, packers, are quoted at \$8.25 for 12 to 17's and \$9.00 for 17's and up.

Country Hides

The country market is holding about unchanged. Tanners are not too hot on this market, feeling that they do not have much interest in the situation. The price picture is holding the same, tanners feeling that the market is quotable around 17c flat trimmed for 48/50 lb. average allweight 1's and 2's, FOB shipping points, according to quality. Lighter hides are quoted up to 18 $\frac{1}{2}$ c and 19c flat trimmed, but tanners are careful about figuring premiums. There are some offerings around, but on the average, there are few hides available.

Country Calfskins

The country calf market is quiet. Sellers are asked to select out the lights from their allweight skins and do not want to do it. The difference in price, they claim, is not worth all the bother, and they have no place to sell the heavies. Bids of 27c have been made for country light skins, but nothing has been sold. City skins are quoted all over the map, generally around 35c for allweights, untrimmed, but some up to 45c. However, nothing has been sold up to 45c that has been reported.

The New York trimmed collector market has been rather quiet, although a few skins did sell recently at prices between the small collector and the big packer levels. The small collector market is quoted nominally at \$3.00 for 3 to 4's, \$3.25 for 4 to 5's, \$3.75 for 5 to 7's, \$4.75 for 7 to 9's, and \$6.00 for 9 to 12's.

Country Kipskins

The country kip market is holding very quiet. Prices are figured at 23 to

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	23 -24	23 -24	19 $\frac{1}{2}$	28 $\frac{1}{2}$
Ex. light native steers	25 $\frac{1}{2}$	29	27 $\frac{1}{2}$	30 $\frac{1}{2}$
Light native cows	23 $\frac{1}{2}$ -25 $\frac{1}{2}$	23 $\frac{1}{2}$ -25 $\frac{1}{2}$	22 $\frac{1}{2}$ -24	26 $\frac{1}{2}$
Heavy native cows	22 $\frac{1}{2}$ -23 $\frac{1}{2}$	22 $\frac{1}{2}$ -23 $\frac{1}{2}$	19 $\frac{1}{2}$ -21	28 $\frac{1}{2}$ -29
Native bulls	17	17	16 -16 $\frac{1}{2}$	17 -17 $\frac{1}{2}$
Heavy Texas steers	19 $\frac{3}{4}$	19 $\frac{3}{4}$	17 $\frac{1}{2}$	25 $\frac{1}{2}$
Light Texas steers	22	22	20	26 $\frac{1}{2}$
Ex. light Texas steers	26	26	24	25 $\frac{1}{2}$
Butt branded steers	19 $\frac{3}{4}$	19 $\frac{3}{4}$	17 $\frac{1}{2}$	28 $\frac{1}{2}$
Colorado steers	19 $\frac{1}{4}$	19 $\frac{1}{4}$	17	25
Branded cows	21	21	19 $\frac{1}{2}$ -20 $\frac{1}{2}$	24 $\frac{1}{2}$
Branded bulls	16	16	15 -15 $\frac{1}{2}$	16 -16 $\frac{1}{2}$
Packer calfskins	40 -52 $\frac{1}{2}$	40 -50 $\frac{3}{4}$	40 -55	40 -55
Chicago city calfskins	35	35	35	35
Packer kipskins	47 $\frac{1}{2}$	47 $\frac{1}{2}$	45	35
Chicago city kipskins	28	28	30	27

HIDE FUTURES

	COMMODITY	EXCHANGE, INC.	FUTURES MARKET		
	Close	Close	High	Low	Net
	Aug. 31	Aug. 24	For Week	For Week	Change
September	19.70B	19.40B	19.70	18.80	30
December	19.95	19.75	19.95	19.00	20
March	19.80B	19.65	19.82	19.01	15
June	19.65B	19.45B			20
Total sales, 330 lots.					

24c for untrimmed skins with city skins quotable at 28c.

New York trimmed collector kip-skins are quoted at \$7.00 for 12 to 17's, and \$8.00 for 17's and up.

Horsehides

The horsehide market holds quiet at the level of \$10.25 to \$10.50 for trimmed 60 lb. hides from Midwestern and Northern points. Untrimmed hides are figured about 75c more. There are few offerings and many buyers around, which, of course, tends to make a very strong market. The kill is down in the horsehide market, and there is not much prospect for improvement. Fronts are holding unchanged in a range of \$7.50 to \$7.75, depending upon quality, for good No. 1 Northerns. Butts are unchanged around \$3.50 to \$3.75 for good quality production, basis 22 inches and up.

Sheep Pelts

Pelts are quiet. The shearing market is still strong as far as the big packers are concerned, with quotations of \$2.85 and better for No. 1's, according to quality. As much as \$3.00, and in some cases better, has been realized, packers say. However, the production is light and there are only a few sales made. The small packer shearing market is quiet, with offerings out at \$2.25 to \$2.50 for No. 1's not taken. Pelts are very quiet and slow moving, what few there are. The last Interior prices were \$2.85 for good quality Western lambs and \$2.40 for natives, per cwt. liveweight basis.

Goatskins

More interest from U. S. tanners has developed. No large volume business is taking place, but there is some upward trend in the prices of skins.

Some sales of Amritsar type skins are said to have taken place at \$12.50 per dozen c.&f. for 1200 lb. skins. The same price was paid for 1700-1800 lb. Deccans and Coconadas.

The Mocha market is firmer with few skins available. Some Bati skins sold recently at \$13.25 to \$15.50 per dozen c.&f. for shipment. Shippers are asking \$11.25 to \$11.50 per dozen for Addis Ababas with some trading intimated at the inside figure.

Dry Sheepskins

Strike conditions in Fulton County remain unchanged as neither side willing to compromise. Although some reports have heard this may last several months yet, others feel that some settlement may develop sooner than generally credited. These sources feel that should this develop, notwithstanding the fact that raw stock purchases may be too late for this season, buying will start as tanners will want to have skins coming and leather in the works to take advantage of any business that may develop. In the meantime, there is practically no business passing though reports from the primary markets show no indication of shippers reducing prices, which are keeping up. The hair sheep markets are quite firm notwithstanding the lack of buying here. Although not many offers noted of Nigerians, the market is considered at 74-76c per lb., basis primes for Kanos. Cape gloves continue to sell to England at around 130 shillings. Relatively few offers being received here as operators are of the opinion that even if the strike was not on in Fulton County, buyers here would not meet that figure. Brazil cabrettas are quoted from \$13-14 per dz., with most shippers ideas for good skins at \$13.50 c.&f., basis importers. Following sales Addis-ababa slaughterers at \$12.00 per dz., offerings were noted at \$11.00 and buyers showing little interest. Cables from Australia that at the last Melbourne sales, 15,000 skins offered with fine full wool skins bringing 2-3 pence and the shorts 1-2 pence advances, all others were firm. At the Sydney sales, 17,300 skins offered, fine full wool unchanged to 1 pence higher, others firm as compared with the previous sale. Not many offerings being received of wool skins or shearlings as most shippers are watching the Sydney wool sales. Those offered made are at very high prices and shippers show no inclination to reduce their ideas. Cables from the Argentine that the Armour Santa Cruz production of frigorifico lamb-skins and sheepskins, approximately 200,000 skins, were sold by IAPI at 29½ per lb. f.o.b. Buenos Aires. There has been very little change in the shearing situation. Local selling quarters state that they have been receiving only small offers from the various primary markets and these are at prices which they claim are in excess of the ideas of buyers here. It would seem that shippers have other outlets and

are showing no inclination to reduce prices in line with what buyers would be willing to pay.

Reptiles

There is a firm tone to the market as offerings continue small and shippers have advanced their ideas following late sales. Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection sold at \$1.05 and that bid for more but shippers now ask \$1.07½-1.10 for business. Offerings have been coming in via Rotterdam in sterling, but local buyers prefer to operate direct. Small quantities of similar selection cobras sold at 75c. Vipers are strong on London bidding with shippers talking up to 60c. While the season hasn't opened yet in Siam, accounting for the lack of offerings of large sized skins, there have been some clean-up sales of the small sizes with business consummated for prompt shipment in 6/8 inch aers at 7c and 6/8 inch choyres at 23c. Some business in diamond pythons at \$1.35 a meter. Brazil market slow as reliable sources here have been advised by their agents at origin that it is difficult to make offers of back cut tejus except of over-stretched skins. Fair quantities of giboias have been sold for shipment at 65c f.o.b. with 70c f.o.b. now asked for 20/30 centimeters, 90/10 selection. Except for offerings of small sized water snakes, agents here state that they have been receiving very few offers from Calcutta, India. Alligators are wanted but few offered and then at prices out of line with buyers ideas here. Cables state that Europe continues to operate in the various primary markets and paying prices considerably over the views expressed by buyers here.

Deerskins

While reports from Brazil continue to indicate that the market is rising due to the fact that shippers still have to fill contracts previously made and therefore are unable to make offers, there have been some reports to the effect that there are skins available but that shippers holding back in order to create a higher market as they realize there is interest from buyers here. Business said to be possible in Brazil 'jacks' at 59-60c f.o.b., basis importers but not at the prices indicated of 65c f.o.b. and even higher. Some Ceara 'jacks' said to have been sold but price withheld.

MADE BY

Greenebaum

CORDOVAN

For distinction—our Genuine Shell Cordovan, rich, deep-toned and long-wearing, in smooth aniline finish for shoes and specialties. Shark-embossed, too, for rugged tipping on children's shoes.

J. GREENEBAUM TANNING COMPANY

CHICAGO MILWAUKEE BOSTON

Pigskins

Trading is limited, mainly due to buyers showing little interest on account of the labor conditions in Fulton County. It is understood some Para peccaries sold around \$1.70 for greys and \$1.60 for blacks, i.o.b., basis importers. No offerings. Manaus through business possible around \$2.00, basis manufacturers, for greys. Chaco carpinchos selling at \$2.15, basis manufacturers.

LABOR NEWS

Employees of the Virginia Oak Tannery, Luray, Va., have voted 104 to 4 to have the Virginia Tannery Workers, independent union, represent them as collective bargaining agent. The new union replaces the International Fur & Leather Workers Union, CIO, Local 265. The election was held by the National Labor Relations Board and appeared to end a series of events marked by a long strike IFLWU called against the company in 1948.

Left-wing CIO labor leaders, facing expulsion from the national union, met at Manhattan Centre in New York this week to discuss possible counter

moves. Among the unions represented was the United Shoe Workers of America, which sent representatives to the meeting.

CIO president Philip Murray has ordered all unions to get into step with national policy or get out. Murray prepared to force a showdown at the National Convention held in Cleveland this week. Left-wing leaders are reported considering a secession movement before Murray can throw them out.

"Bread and not politics" is the real issue in the strike-lockout of some 1050 Fulton County, N. Y., tannery employes, Clarence Carr, president of Local 202, International Fur & Leather Workers Union, CIO, declared in a meeting sponsored by the union last week. Fulton County merchants, professional leaders and members of lodges and service clubs were invited to the meeting.

The policy committee of the union presented a statement at the meeting held in Johnstown, listing profit and loss figures of the 18 member firms of the Tanners Assn. of Fulton County. The union contended that the figures showed the tanneries "no worse off financially" than other tanneries which have granted third and fourth round wage hikes.

Local service club representatives proposed that an open meeting be held between representatives of the union and the various tanneries shut down since July 18. Meantime, charges

and counter charges were printed in newspaper advertisements and rumors spread that many glove manufacturers would be forced to shut down soon because of a shortage of glove leather. All 18 tanneries manufacture glove leathers.

More than 350 leather workers, on strike for the past three months, have voted to reject the latest offer of settlement advanced by the Kirstein Leather Co. and the Kirstein Tanning Co., both of Peabody. Richard K. O'Keefe, business manager of Local 21, International Fur & Leather Workers Union, CIO, reported that the new offer would force Kirstein workers to accept conditions inferior to those in other local tanneries. The vote, held at a mass meeting, was almost unanimous.

SPOT NEWS

New York

● Carl Stern is reported to have purchased the interest of John Bonacore in Futura Footwear Corp., New York City manufacturers of women's casuals.

● H & P Glove Co., Johnstown glove manufacturers, is reported in the process of liquidation.

● "Patent Pending for 1950", preview of spring fashions in genuine patent leather, will be held from 4:00 to 6:00 P.M. on Sept. 8 at the Waldorf-Astoria Hotel, New York City, rather than the earlier hour originally scheduled. The show will feature the relationship of footwear to accessories and apparel.

● Production at Hickok Manufacturing Co., Rochester manufacturers of belts, suspenders, etc. is now running an average of 22 percent ahead of last year, it is reported.

New Jersey

● The unit of Hearn Department Stores, Inc., located at 689 Broad St., Newark, N. J., has been sold to Grayson-Robinson Stores, Inc., it is reported.

● Officers of Kraft Slipper Co., footwear manufacturers recently organized in Passaic, are Abraham Pappick, president, and Ethel Pappick, secretary-treasurer.

● Elmore Bootery, Inc., footwear retailers in Elizabeth, recently executed an assignment for the benefit of creditors, it is reported. A public auction sale of assets was held on the premises Sept. 2. Liabilities are listed at \$16,088.

the **INSIDE**
story of
all good shoes

GEILICH
LINING LEATHERS

GEILICH LEATHER CO., TAUNTON, MASS.

Contract
Specialists . . .

SHEEPSKINS AND SPLITS

Are you ready for the Retan Sole leather season? We are!
Come in and see us—let's talk it over.

GEORGE LIMON TANNING CO., Inc.

80 FOSTER ST., PEABODY

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Special Notices

Wanted to Purchase

- 1 Weburn heavy duty Setting Machine Type B 72"
- 1 Baker-Layton Double Roll Setting Machine 72"

Must be in good condition

Address G-27,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

PARTNERSHIP

FIRST CLASS BUSINESSMAN, chemist, leather specialist, fluent five leading world languages, introduced tanneries world over, desirous invest moderate size capital and services in going chemical or leather manufacturing concern, New York metropolitan area. Address K-2, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Upper Leather For Holland

Dutch firm, well introduced by Shoe and Leather Goods industry, with competent sales staff, wishes to represent U.S.A. tanners as sole agents, buying at own risk.

Reply to:

K-7
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

For Sale

PICKLED

Packer Goat Skins
Packer Sheep Skins

**TEXAS SKIN
PROCESSING CO.**
New Braunfels, Texas

Dutch Pickled Skivers

FROM NEW ZEALAND North Island Pelts 120 feet average. Offer for shipment at very interesting prices.

Address K-1,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Contract Tanning & Dressing

TANNING AND DRESSING on contract by experienced tanners. Specialize in all kinds of Grain and Suede Upper Leathers, Lining and Gloving Leathers.

Address K-3,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Machine for Sale

FOR SALE: One No. 5-9 ft. Turner Drum Setting Machine. Excellent condition.

Address K-4,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Crepe Rubber

CREPE RUBBER in sheets offered for shipment from Malaya.

Address K-5,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Lines Wanted

Salesman calling on shoe factories in St. Louis area desires additional lines. Good connections. What have you?

Address H-17
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Situations Wanted

Superintendent

SHOE FACTORY SUPERINTENDENT—A good man available with best of references. Knows all types of women's shoes and can get the work out. Apply Box H-25, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

FOR SALE

SOLE LEATHER TANNERY

OFFERED BY OWNER, COMPLETELY EQUIPPED FOR IMMEDIATE PRODUCTION

CAPACITY: 900 HIDES PER DAY

This valuable property consists of 6 brick and 10 wood buildings totaling 275,000 sq. ft. Land area, 41 acres.

All buildings completely sprinklered.

Connected by ample sidings to main line of Southern Railway.

LOCATION: MORGANTON, N. C.

Vats are full of liquors.

Extensive recent improvements, including complete new rocker system.

Ample experienced help available.

Low power and water rates.

Direct inquiries are invited and detailed explanatory data will be supplied upon request.

INTERNATIONAL SHOE COMPANY

TANNERY DIVISION

1509 WASHINGTON AVENUE

ST. LOUIS 3, MO.

Cutting Room Foreman

Cutting Room Foreman—Here is a really good cutting room man for any shoe factory. Knows leather and can do buying. Best of references. If you want a top-notch man apply to Box H-26, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Stockfitting Foreman

STOCKFITTING FOREMAN available at once. If you need a stockfitting man who can take full charge and turn out the work, apply to Box H-27, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Packing Room Foreman

PACKING ROOM FOREMAN—exceptionally able packing room man available. Knows his job thoroughly and can really produce. This man can save you money while turning out good work. Apply Box H-28, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Lasting Room Foreman

LASTING ROOM FOREMAN seeks position where thorough knowledge of all lasting room procedure is appreciated. Handles help well. Keeps production rolling under all sorts of conditions. Apply Box H-24, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Attention Rubber Manufacturers

Young man with 10 years experience calling on New England shoe factory trade wishes to handle line of Rubber Soling in the form of slabs. Has excellent connections and following in the trade. Handling similar line at present but desirous of making change to represent factory for sales direct to shoe manufacturers. Will take all or any part of New England. Address H-23, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Tanner

Consultant. Technician seeks connection with reliable organization in U.S.A. Experienced in the promotion of tanning and finishing materials.

Address H-22,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Chemist—Finisher

Metropolitan N. Y. manufacturer seeking practical man experienced in the manufacture of water soluble pigments, dressings, plastic finishes, binders, etc. and capable of assuming complete responsibility for department. Should be familiar with problems of finishing various types of leather. An unusual opportunity for the right party. Address H-19, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Finisher—Tanner

Finisher with good background in tanning, many years experience in the manufacture of responsibility, familiar with all types of commercial leathers, including fancy leathers. Knows merchandising, seeks suitable connection. Address H-18, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Leather Expert Available

CAPABLE OF TAKING full charge of all leather buying, lining material buying and cutting room management. Wide experience in teaching green help. Thorough knowledge of leather and shoes means that this man can save money for you by buying exactly the right grade and quality of leather for the shoes you make. Very highest recommendations. Only because of unusual circumstances is this man available. A talk with him will convince you that he can solve your leather procuring problems. Address K-8, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Help Wanted

Shoe Factory Superintendent

Superintendent in moderate size factory in Wisconsin making Men's high grade welts. Preferably from midwest area. Excellent opportunity for a high grade experienced shoemaker, ability of handling help and experience in operating machines. Ideal working conditions. Pension, Hospitalization and Group Insurance. State experience, age, reference and salary expected. Address H-11, c/o Leather & Shoes, 300 W. Adams St., Chicago 6, Ill.

Maintenance Foreman

Wanted: Foreman capable of taking charge and supervising maintenance department for a large eastern sole leather plant. Must have extensive knowledge and background of maintenance work together with a knowledge of building erection and blue print reading. Write full qualifications and past work history together with references and salary expected. All replies will be held strictly confidential. Address H-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Experienced Finisher

WANTED: EXPERIENCED FINISHER qualified on all fancy leathers, water and lacquer. Must be able to handle labor and production.

Address K-6,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Salesman Wanted

SIDELINE FOR SLIPPER TRADE. Coney Fur Trimming and Vamps. Also whole skins; white and pastel shades. Immediate delivery. Commission 5%.

Address K-9
c/o Leather and Shoes
300 W. Adams St.,
Chicago 6, Ill.

A PLACEMENT BUREAU

for Salesmen, Superintendents, Foremen, Chemists, Sales Managers and others.

We have positions open, also qualified men for positions you may have open.

AL HOWE SERVICES, Inc.

(A Management Service)
5629 W. 63rd St., Chicago 38

Index to Advertisers

Amalgamated Leather Cos., Inc.	26
American Extract Co.	40
American Hide & Leather Co.	48
Armour Leather Co.	32
Armstrong Cork Co.	16
Beckwith Mfg. Co.	7
Boston Machine Works Co.	19
Bevoort Hotel	21
Calco Chemical Div., American Cyanamid Co.	13
California Tanning Co.	36
Carr Leather Co.	38
Chemical Service Corp.	45
Commercial Controls Corp.	29
Dewey and Almy Chemical Co. Front Cover	
Du Pont E. I. de Nemours & Co.	
Graselli Chemicals Dept.	3
Eagle-Ottawa Leather Co.	29
Gaywood Mfg. Co.	30
Gehhardt, A. L. Co.	31
Geilich Leather Co.	44
Goodrich, B. F. Chemical Co.	5
Greenebaum, J., Tanning Co.	43
Hadley Bros.-Uhl Co.	22
Howe, Al, Services, Inc.	45
Hoves Leather Co.	33
Huch Leather Co.	2
Independent Die & Supply Co.	29
International Shoe Co.	45
Korn Leather Co.	30
Laub's Sons, George	36
Law Tanning Co.	31
Limon, Geo., Tanning Co.	44
Lincoln, L. H., & Son, Inc.	38
Linen Thread Co., Inc.	9, 10, 30, 32 and 39
Marden-Wild Corp.	34
McAdoo & Allen Welting Co.	35
Monarch Leather Co.	32
Ohio Leather Co., The	38
O'Keefe, Thomas A., Co.	39
Ormond Mfg. Co.	31
Rees', Hans, Sons	41
Ross, A. H. & Sons Co.	38
Rotary Machine Co., Inc.	26
Schlossinger & Cia., Ltda.	31
Stern Can Co., Inc.	36
Slattery Bros. Tanning Co.	35
Suppass Leather Co.	21
Thiele Tanning Co.	28
United Shoe Machinery Corp.	24, 25 and 47
Windram Mfg. Co.	36
Winslow Bros. & Smith Co.	26
Wisconsin Leather Co.	41

WANTED

Dyes—Chemicals—Extracts
Bichromates—Oils—Waxes
Greases—Residues

By-Products—Wastes
CHEMICAL SERVICE CORP.

80-02 Beaver St., New York 5, N.Y.

BY HAND



BY MACHINE



BY SPRAY



**...these Slip Lasting
Cements Apply Easily,
Adhere Better!**

Users tell us that they look for dependability above all other features in cements for slip lasting . . . and that is what they obtain with these job-tested adhesives! When new or special cementing problems arise, ask the United man to demonstrate the cements available for that operation so that you can select the particular cement which will best suit your production conditions.

**Be Be Bond
Be Be Tex Cements**

Products of B B Chemical Co.

**3 Favorite Latex Type Cements
for Sock Linings, Platforms, and Covers**

- **Be Be Tex 860** — Applied three ways. Heavy viscosity. Strong bond. Good drying time without heat or can be force dried. Overnight tack.
- **Be Be Tex 861** — A recent addition. Heavy viscosity. Strong bond. Good drying time without heat — can be force dried and remains extremely tacky overnight.
- **Be Be Tex 819** — Medium heavy. Strong bond. Dries fast. Overnight tack except when force dried.

UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS

leather is livelier

leather is lovelier

leather is longer-lived



... especially if it is

Rosebay Willow Calf

AMERICAN HIDE and LEATHER COMPANY, BOSTON